



SEX BIAS AND THE LAW

How can women win justice?

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BEAUTY AND THE BEAST

Disney goes back to fairyland

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THE TRIALS OF GORBACHEV

Bernard Levin on the Soviet collapse

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Heseltine silences Tory doubters — then former leader reopens Maastricht wounds

Thatcher derides Major's EC vision

By Philip Webster, Chief Political Correspondent

Just as the cabinet appeared to be gaining the upper hand in the internal Tory debate on Europe, an intervention from Baroness Thatcher has fuelled the controversy.

BARONESS Thatcher undermined a spirited cabinet defence of the government's European policy last night with a calculated intervention in which she described the Maastricht treaty as a ruinous straitjacket.

She is expected to be greeted with wild acclaim when she appears with John Major on the Conservative conference platform in Brighton this morning. But writing in today's edition of *The European* she derides his assertion that Britain must be at the heart of Europe and dismisses the Maastricht treaty as "part of the vision of yesterday".

"We now need an economic strategy which works with markets, not against them, is realistic and sustainable, and provides a framework for growth," she says. Lady Thatcher welcomes sterling's departure from the European exchange-rate mechanism but adds: "I do not blame the Germans. They have managed the new currency in

exactly the way we should have managed ours. They put their country first and in doing so showed up the impossibility of a single currency for a group of such divergent economies as those of Europe."

In a rebuke to her successor she says: "Once we realised that the ERM lacked the flexibility we expected and required, we should have left." Her strictures refuelled the internal Conservative dispute on Europe after indications that the pro-Maastricht wing was gaining the upper hand. But even the Euro-sceptic hardliners were accepting yesterday that the treaty would be ratified.

Michael Heseltine led a sustained cabinet offensive

with a barnstorming conference speech in which he goaded and then silenced the Euro-sceptics heckling him. He was backed by Norman Lamont, the Chancellor, who said on the conference fringe last night that Maastricht safeguarded Britain's interests and achieved its goals.

Mr Major and his colleagues made plain that Lady Thatcher would be ignored. The prime minister repeatedly declined to comment on her remarks, saying that he would set out his position in his conference speech tomorrow. He added that he had the unanimous support of the cabinet for his ratification policy and no one should be in any doubt that he would

continue with it. Lady Thatcher's article, timed to gain maximum impact, provoked new recriminations among the Conservative high command. Kenneth Clarke, home secretary, said she should face up to the fact she was just as responsible as Mr Major for joining the ERM.

The decision to enter the ERM was taken by her and John Major, the two of them took that personally," he said. "Margaret would never turn around saying 'I didn't mean it really, I was bullied, I had my arm twisted by John Major'." He asked how a former prime minister could attack her successor on a policy for which she, as the senior figure, was more responsible.

Lord Howe of Aberavon, former foreign secretary, said that Lady Thatcher's intervention was very disappointing and "adds considerably to the difficulties facing John Major and his colleagues in cabinet. The timing is particularly unhelpful."

Lord Tebbit said he did not see it as an attack. "I welcome what she said. It is in line with the great mass of the party."

In the conference Mr Heseltine, board of trade president, hailed Mr Major's battle at Maastricht for British interests, and declared that no Conservative government would allow Britain to be on the periphery of Europe.

He outlined the gains awaiting Britain from being an integral part of Europe and then brought the audience to its feet by burning on his critics, telling them that they had lost the argument. The big ovation accorded Mr Heseltine by an overwhelming majority of the conference delighted the party leadership. They claimed it demonstrated clearly how the Euro-sceptics were in a minority.

There was no co-ordination between Lady Thatcher and Lord Tebbit, but her entry into the fray came at the worst possible time for the government, which had hoped the storm was subsiding.

She writes: "The ERM and Maastricht are inextricably linked. The first is a prerequisite to the fulfilment of the second. We found the confines of the first unbearable: the straitjacket of the second would be ruinous."

"Thanks to the decision to float the pound, we now have a chance to follow an economic policy that puts British needs first. Like the Maastricht treaty, the ERM in no way represents what is best for British interests."

In a speech to the Conservative Political Centre, Mr Lamont urged the party to unite in working for a better EC, "without unnecessary interference from Brussels".

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Lamont plans huge cuts in public spending

By Nicholas Wood, Philip Webster and Peter Riddell

STRINGENT cuts in public spending plans are being finalised by Norman Lamont, the Chancellor, as part of a determined attempt by the government to restore market confidence in its economic policies and to create room for tax cuts in the long-term.

Public sector pay, road building, inner city renewal and defence budgets are expected to bear the brunt of the government's drive to stick to next year's target of £244.5 billion. This would be an increase of £18 billion or 2.8 per cent in real terms above this year's plans.

Some senior ministers are suggesting that the government might reduce the total below this ceiling as a sign of its commitment to reining in the public sector.

One immediate casualty is likely to be the £1.8 billion Jubilee line extension to the troubled Canary Wharf office development in London's Docklands.

Ministers are bracing themselves for a spate of public sector strikes next spring, i.e. protest at the planned pay squeeze.

Cuts will also be applied to the £70 billion social security budget, which makes up almost a third of total state spending. There will be an end to the series of large increases in planned health spending of recent years.

Mr Lamont, who is being urged by colleagues to freeze the pay of 4.5 million public sector workers, will seek to reassert his authority today before the Conservative party conference in Brighton by

emphasising his determination to put in place a credible anti-inflation strategy.

His speech will cover both monetary and fiscal targets and will be aimed as much at restoring confidence in foreign exchange and stock markets as among the party faithful. Officials said yesterday that Mr Lamont would devote a "lengthy passage" of his speech to the new system for controlling public spending announced in July. Mr Lamont will also underline his determination to impose pay cuts.

The cabinet committee on public spending will hold further meetings over the next two weeks before the Chancellor makes his autumn statement in early November.

A public sector pay freeze would save about £3 billion but put ministers on a collision course with powerful and pop-

ular groups such as nurses, teachers and doctors, all of whom are covered by independent review bodies. Senior ministers suggested yesterday that a more politically realistic course would be to allow some latitude in the pay bill as long as increases are accompanied by higher productivity. Some less-favoured groups, such as council manual workers, may be particularly hard hit.

The scale of the planned economy drive became plain yesterday in Brighton as embattled spending ministers signalled that they were under increasing pressure from Mr Lamont and Michael Portillo, the Treasury chief secretary.

Sterling's forced exit from the European exchange-rate mechanism has strengthened Mr Portillo's hand in his talks with spending ministers. He

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Sterling recovers, page 19



Calm before the storm: Rosemary and Norman Lamont relaxing yesterday. Today he addresses the conference

Signs of nerves in summit city

By Rachel Kelly, Property Correspondent

BIRMINGHAM is not for sale — or so the burghers of Britain's second city would have European heads of government believe when they gather for next week's Euro-summit. Councillors want Birmingham estate agents to take down their "To let" and "For Sale" signs to "tidy up" the city centre and reduce the impression of an area in recession.

The clean-up was suggested by councillors and businessmen as a "precautionary" measure, inspired in part by the fact that visiting journalists might be short on copy. "The devil finds work for idle hands," said a council spokes-

man. "We don't want any stories to give a slanted or a biased view."

Staff from the office of the council's city centre manager, Alan Pickford, spent yesterday ringing estate agents to suggest they take down about 100 boards in the city centre on October 16.

"We cannot order them to take them down," said Mr Pickford. "But I hope this will lead to them looking at their presentation. Maybe this will make the city look tidier. You only get one chance to make a good impression — and Birmingham wants to make sure it's a good one."

Geoff Thomas, a director of the agents Debenham, Tewson, Cheshire, was approached about taking down 40 signs. "We asked our clients and, not surprisingly, they were not enthusiastic."

The buildings' owners would not only have to bear the cost of taking down and replacing the boards, but there would be no competition to engage the services of the city's three signwriting firms.

Others pointed out that taking their signs down could mean a missed opportunity to attract some welcome European business.

ON OTHER PAGES Hospitals on a spree

Some London teaching hospitals are attempting to survive by spending millions on new buildings and equipment. They are doing so in anticipation of the Tomlinson report, expected to recommend the closure of four hospitals. Page 2

London bomb

A bomb exploded near Centrepont in central London. There were no reports of injuries. Earlier, five people were hurt when a small device exploded off the Haymarket. Page 3

Black box found

The flight recorder from the Boeing 747 freighter that crashed in Amsterdam has been recovered and is being examined at the air accident investigation centre in Farnborough. Page 2

Town falls

Up to 10,000 people fled when Serbian forces captured the strategic town of Bosanski Brod on the Bosnian border after a three-month siege. Page 13

Tunnel vision

All major building work on the Channel tunnel terminal in Kent is now complete, and Michael Dynes has examined the procedure cross-Channel drivers will undergo. Page 18

Coal bid

East Midlands Electricity has joined the Union of Democratic Mineworkers' consortium to bid for British Coal. Page 19

Patten's lecture rattles Peking

FROM JAMES PRINGLE
IN HONG KONG

CHRIS Patten, the governor of Hong Kong, yesterday came under fire from Peking over his blueprint for more participatory democracy during Hong Kong's last five years as a British possession. While drawing back from challenging the Chinese leadership by proposing an increase in the number of directly elected legislators, he secured the territory's future communist masters on the benefits of democracy.

The former Tory party chairman set out his ideas for more open government in his maiden policy speech to the legislative council, the colony's parliament. He risked Peking's ire by proposing a formula to broaden the electorate for at least some of the 60 council seats.

China reacted sharply to the proposals, calling them irresponsible and a breach of the 1984 Sino-British agreement on Hong Kong. British government sources say that no increase in the elected representatives in the legislative council can be made without Peking's approval, and they are not hopeful this can be secured.

In words that would be anathema to Peking, which is nervous about the spread of even limited democracy, Mr Patten said: "Democracy is more than just a philosophical

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VACHERON CONSTANTIN
 Geneva, since 1755

Asprey

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Hospitals spending millions in fight to stave off closure

By JEREMY LAURANCE, HEALTH SERVICES CORRESPONDENT

LONDON hospitals are spending millions of pounds on new buildings and equipment in an attempt to stave off closure as the propaganda war over their future intensifies. Teaching hospitals under threat from the Tomlinson enquiry into the capital's health services are pouring money into new facilities that could be closed within months.

Critics say good money is being thrown away by an investment strategy which is relying on money from public appeals and trustees' charitable funds as well as health authority resources. But the hospitals believe that new facilities and equipment will make it more difficult for ministers to close them. In a

late submission last week to the Tomlinson enquiry, whose report is due on the desk of Virginia Bottomley, the health secretary, desk on October 15, the North East Thames regional health authority gave a warning that hospitals were trying to spend their way out of trouble.

"We wanted to put up a marker that we were concerned about the level of investment going on while the future of a lot of institutions was uncertain," Chris Howgrave-Graham, London review co-ordinator for the region, said.

Some investments were long planned but there was a question mark over others. "The difficulty is distinguishing those things the hospitals

have to do from those they are doing in order to say 'Look, we've invested so much how can you possibly close us?', he said.

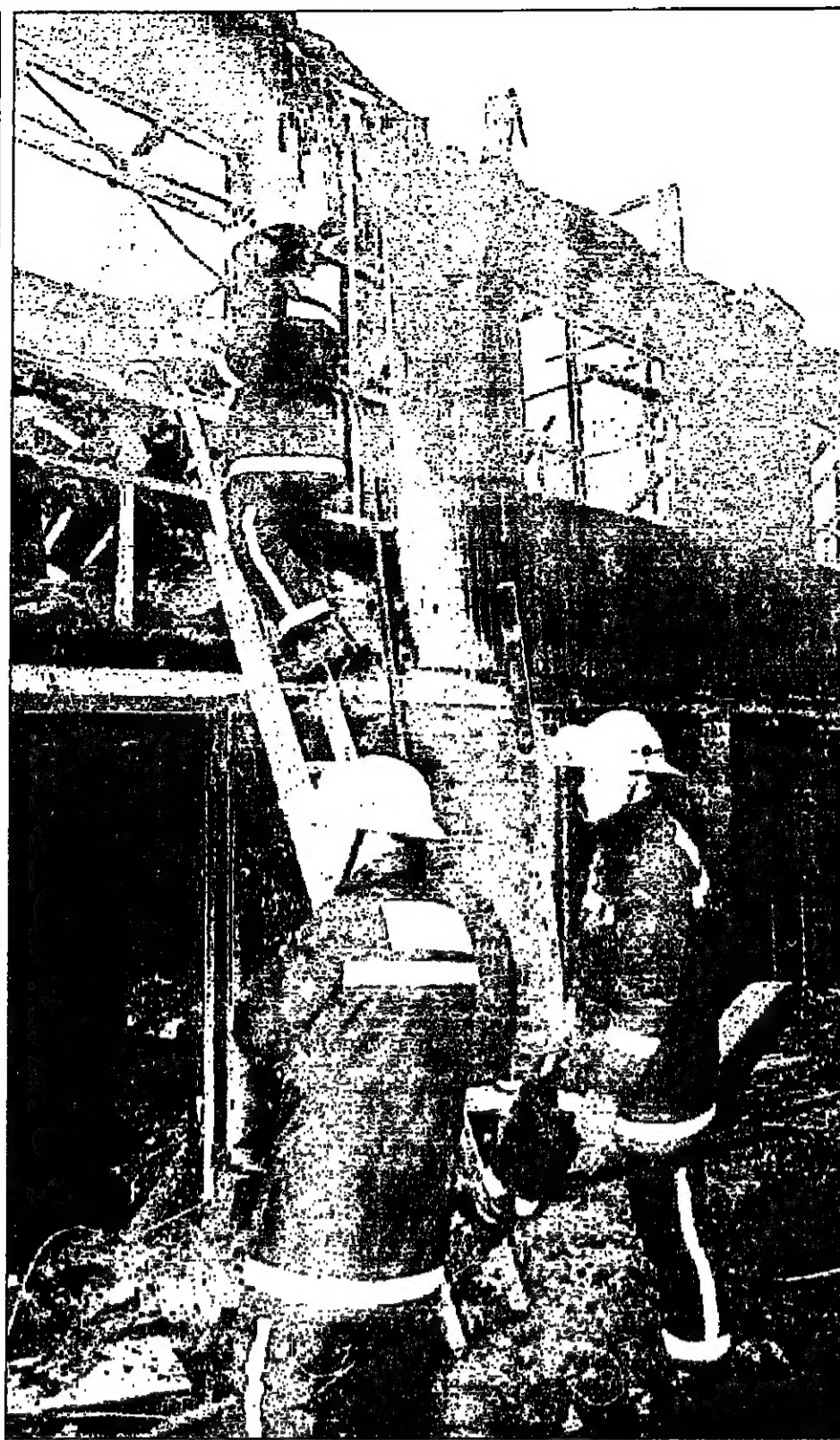
Less than a fortnight ago, St Bartholomew's hospital — one of four the Tomlinson enquiry is expected to name and with charitable assets of £60 million — new £15 million operating theatres, partly paid for by the hospital's special trustees. St Bartholomew's has spent £50 million in the last five years in a refurbishment programme, still continuing. Children's wards, day surgery wards and out-patient facilities have been built.

Last week, St Thomas's, whose future is also threatened and with charitable assets of £65 million, announced that it was spending £1.2 million to expand the work of its sexually transmitted diseases clinic, paid for with health authority funds. It opened a new £5 million scanner, underwritten by the special trustees last summer and started work on a £3.2 million expansion of the accident and emergency department.

St Thomas's is bantling for survival with the neighbouring Guy's and Kings College hospitals, both of which have spent hundreds of millions of pounds on new buildings in recent years. South East Thames regional health authority said in its submission to the Tomlinson enquiry last summer that all three could not survive.

Charing Cross hospital, another on Tomlinson's list, took over a £3 million extension to the cancer radiotherapy department last month together with new equipment worth £1 million. But its fate has been sealed by the opening next year of the new 665-bed Westminster and Chelsea Hospitals.

The fourth hospital expected to be named in the Tomlinson report, University College/Middlesex, has attempted to pre-empt closure by announcing plans to sacrifice the 350-bed Middlesex to save the 400-bed University College hospital, a scheme that is reported to have impressed the Tomlinson team.



Blaze closes hospital ward. Damage inspection: firemen climb into a ward at St George's Hospital in Tooting, south London, that was closed early yesterday after a fire. Twenty-five patients from Ogle Ward have been moved to other parts of the hospital. The blaze damaged more than half the ground floor and a quarter of the second floor of Knightsbridge wing. About 130 patients, some in beds and seriously ill, and 21 staff

were led from the building to safety. Three patients in cardiac intensive care were considered too ill to be moved but would have taken part in the evacuation if the fire had threatened the unit. The blaze lasted for three hours and at one point firefighters fearing radiation leaks evacuated surrounding residential properties. Andrew Dillon, the hospital's chief executive, said only files and records were destroyed as all radioactive

material was kept elsewhere on the hospital site. He added that the cardiac unit was well away from the fire. "Staff were superb in the evacuation: the patients were moved sensitively and very quickly to other parts of the hospital. One ward will now be unoccupied, closed for up to two weeks after smoke and water damaged the building." A fire brigade spokesman said the blaze was one of the largest in London this year.

NEWS IN BRIEF

Editors denounce drive for privacy

Newspaper editors today warn against bringing in a privacy law in the wake of recent coverage of the royal family. David Mellor, Virginia Bottomley and other public figures. Such a law is "unjustified and wrong in principle" and would act "as a shield to protect these privileged social groups", the Guild of British Newspaper Editors says in its submission to Sir David Calcutt, who is reviewing press self-regulation.

Sir David should not "give undue weight in his assessment to the debate on the merits or otherwise of the grievances of five to six public figures," the editors say. The guild says that politicians, local councillors, the wealthy, members of the health and legal establishments, business, the executive, prominent figures and other opinion formers including the media itself are all legitimate areas of responsible enquiry. A privacy law would protect such groups. They challenge politicians and in particular Clive Soley MP to produce evidence of the nature of the public complaints that they say merit legislative measures. The guild strongly supports the existing Press Complaints Commission and its code of practice. Only 11 of 70 complaints against the regional press in 1991 were upheld by the commission, and only two concerned privacy.

Nurse threatened

The nurse who reported a consultant for injecting a patient with a lethal dose of potassium chloride has received threatening phone calls and letters. Sister Roisin Hart, who reported Dr Nigel Cox at the Royal Hampshire County Hospital, Winchester, after reading his medical notes, said that a man had threatened to assault her in the hospital car park. Dr Cox was found guilty of trying to murder a 76-year-old woman and was given a 12-month suspended prison sentence. Sister Hart said: "By documenting what he had done, Dr Cox involved the nurses... I just want the system changed so that other nurses faced with a similar dilemma can make the right decision without the persecution."

New BBC executive

The BBC has appointed Pamela Taylor, the British Medical Association's head of public affairs, as its director of corporate affairs. She takes over the job in the midst of a debate about the renewal of the corporation's charter in 1996. Ms Taylor, 43, said: "I am joining the BBC at an important time. I look forward to carrying forward the public debate on the future of the BBC." Its director-general, Sir Michael Checkland, said: "The need for the BBC to be an effective and professional communicator has never been higher." Debate on the charter will centre on the way the corporation is run, the licence fee and the nature of public service broadcasting in the satellite age.

Crisps go chocolate

Chocolate flavoured crisps are being test-marketed in the North East and Scotland. Tudor Crisps, the company that was the first to give the country pickled onion, tomato and spring onion crisps, said: "Chocolate crisps are a special edition. We introduce a new flavour every three months to let people try something different. The last three were corned beef, chicken tikka and sweet and sour crisps. Chocolate seemed a fun idea." There are no immediate plans to put chocolate crisps in permanent production. Some shoppers in Newcastle were giving them an enthusiastic reception although David Wallace, 16, of South Gosforth, said: "Actually they need more chocolate."

Charities losing out

Charities are losing £500 million a year because people do not donate in the most cost-effective way, the Consumers' Association said today. Spontaneous donations are almost worthless, the new *Which? Guide to Giving and Inheriting* warns, advising forward planning and regular donations to enable charities to gain tax advantages. Deeds of covenant, gift aid and payroll giving are among the schemes recommended. According to the guide, £4 billion was given to charity last year, nearly half of which was in response to collections, advertisements and appeals, but charities were denied £500 million because people did not take advantage of tax incentives.

Plea for contact



Margaret Still, left, has appealed to her son and daughter-in-law who disappeared at the weekend to contact her. Fears are growing for Rachel Still, 23, a mother of two, and her estranged husband Philip, 28, who have not been seen since Saturday. The couple, from Wervin, near Chester, failed to appear at a separation hearing on Monday and Mr Still missed a job interview yesterday.

Church cash enquiry

Senior figures in the City of London are to examine the management of the Church of England's £2.4 billion assets. The Archbishop of Canterbury, Dr George Carey, yesterday announced an enquiry team that includes Peter Baring, chairman of Barings merchant bank and Alan McLintock, chairman of the Woolwich Building Society. The enquiry was prompted by reports that the Church Commissioners, who manage the church's assets, had suffered losses of £500 million on investments. Dr Carey has commissioned Coopers and Lybrand, the accountants, to examine the commissioners' borrowings. They will also look at what information is needed for the best management of assets.

Crowther still critical

The television personality Leslie Crowther remained in a critical condition last night in the intensive care unit at the Frenchay Hospital, Bristol. Doctors said Mr Crowther, 59, had maintained the slight improvement he had shown on Tuesday but his condition overall had not changed. He has had two operations to remove blood clots from the brain since receiving a head injury after his Rolls-Royce careered off the M5 near Cheltenham on Saturday.

Letters, page 15

Jet engine shut down on descent to Gatwick

By HARVEY ELLIOTT
AIR CORRESPONDENT

THE starboard engine of a new Airbus A-320 shut itself down as the crowded jet crossed northern France at 22,000ft.

Although there was no immediate danger from the shut down, the incident has alarmed manufacturers of both the engine and the aircraft. It suggests the highly sophisticated electronic computers which control the engine could be capable of developing a mind of their own and countermanding decisions made by the crew.

The A-320, belonging to the charter airline Air 2000 and registered G-OOAC, was crossing Abbeville on its way from Venice to Gatwick with 135 passengers and seven crew on September 26. As the pilot slowed down and began the descent towards Gatwick, the starboard engine continued to "wind down" until it was running at well below the flight idle speed at which jet engines turn in the descent.

The captain had to shut the engine down completely — a routine operation that did not affect safety. As the A320, which was on a temporary lease to Monarch Airlines, reached 14,000ft he succeeded in re-starting the engine, enabling him to make a normal two-engine landing. Despite a detailed check of all the systems, the fault has not been traced, but it is believed to involve the "engine overspeed valve", which restricts the flow of fuel to the engine as power is cut.

The V2500 engine is made by IAE, an international consortium of which Rolls-Royce has a 30 per cent stake, which is trying to break into the Airbus market. A spokesman said last night: "This is the only uncommanded shutdown we have had but we are taking it very seriously. We have sent all the electronic components and valves back to the manufacturers for testing and told our customers of the incident. We are now awaiting a full report."

Amsterdam flight recorder is found

By OUR AIR CORRESPONDENT

THE flight recorder from the El Al Boeing 747 freighter which crashed into an Amsterdam block of flats was last night being examined by experts at Farnborough.

The blackened and dented data recorder was found in the rubble of the flats into which the jumbo jet plunged on Sunday with the loss of at least 200 lives. Dutch officials decided that it should be sent to the Department of Transport's air accident investigation branch at Farnborough because it has the most sophisticated techniques for deciphering any information which may remain intact.

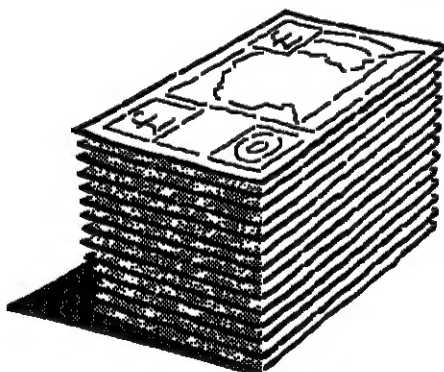
Dutch officials said yesterday that the jet had a mid-air engine fire on a flight bound for Amsterdam in July. The fire was extinguished by the plane's system before it landed.

The black box automatically keeps a second by second check on engine temperatures, power settings, exhaust gas temperatures, as well as the aircraft's height, speed and heading. It also shows the position of the flaps, slats and control column. It will be taken apart and the wire tape, which records up to the last 36 hours of the aircraft's flying operations, will be taken out and fed through a decoder.

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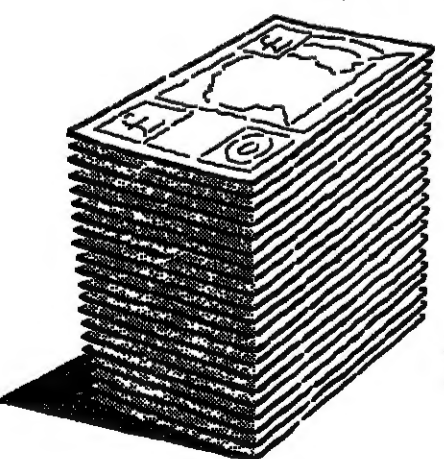
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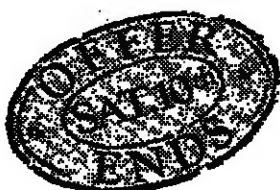


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Black star for EastEnders characters meant 'very painful removal'

Writer drew up slaughter list for TV soap players

By ROBIN YOUNG

A SCRIPTWRITER yesterday treated a judge in the High Court to an exposition of the way sentence of death is passed in the world of television soap operas.

David Yallop, the scriptwriter recruited by the BBC to rescue the ratings of *EastEnders*, described how he intended to weed poor performers from the cast, dispensing carnage and 'painful death' by means of an IRA bomb, armed robbery, suicide and fatal disease.

Mr Yallop said that he had been hired by the BBC to write a year's supply of storylines for the *EastEnders*. He was paid off with a £7,500 fee from the BBC.

He maintains that he spent 70 days working on 100,000 words of story outlines and alleges breach of contract. He is claiming more than £70,000 in unpaid fees.

Mr Yallop revealed that the show's producers planned to get rid of actors whose

professional abilities they regarded as inadequate. As a result few characters in the successful television soap were to be left untouched by tragedy, and the death rate among the cast resembled that of the plague.

Mr Yallop smiled grimly in court as he explained how he marked his cast list with black stars, signifying untimely death.

He said: "I had a list of the cast in front of me. Some would be written out just naturally, others would be more painfully removed."

Judge Gervase Sheldon asked: "The black stars were painful?" Mr Yallop replied: "Very painful."

Mr Yallop, of Hornsey, north London, said that he was hired by the BBC to write a year's supply of storylines for the *EastEnders*. He was asked to cut the cast by ten and to lift the show above ITV's *Coronation Street* in the ratings.



Targets: Peter Dean, left, and Rani Singh, due for violent ends in the series, and, right, David Yallop, who planned their doom

Mr Yallop and *EastEnders* producer Mike Gibbon decided the fate of the cast in a two-week brain storming session in September 1989. One of the first characters to go was to be the illegitimate child of Wicksy, onetime barman at the *EastEnders* pub, the Queen Vic.

Mr Yallop explained: "We had to reach a decision with the illegitimate child who was in the process of being born as a result of an earlier storyline. We wanted to know what to do with it."

They decided to make baby

Steven "seriously ill", but the reprieve was temporary. Mr Yallop said: "In episode 606 I resolved the problem." On his draft storyline he wrote the words: "Baby die."

He told the court that the acting abilities of the cast were a key factor in deciding with Mr Gibbon who should survive.

He said: "When it became apparent that the producer required the removal of certain members of the cast, the reasons being given were in some instances, delicate."

They concerned the profes-

sional view the producer had of various actors and actresses."

Mr Yallop intended Barbara, the girl-friend of market stall holder Pete Beale, played by Alannah O'Sullivan, to meet her end in an IRA bomb explosion at the Albert Square community centre.

Pete himself, a role still taken by Peter Dean, was to be gravely injured in the blast and to succumb shortly afterwards. Mr Yallop said: "He would linger for a while and then die."

In a separate story line

Safia Karim, the wife of shopkeeper, Ashraf Karim, played by Rani Singh, was to be killed in a raid on the couple's newly acquired sub post office.

Mr Yallop's script did allow Mr Karim to overcome his grief and acquire a new bride through an advertisement placed by fax in the *Bangladeshi Times*.

Sadly she too was to die, committing suicide when she was confronted by the culture shock of arriving in the tragedy-stricken East End community.

The case continues today.

DPP tries to close drink-drive loophole

By FRANCES GIBBS
LEGAL CORRESPONDENT

THE Director of Public Prosecutions, Barbara Mills QC, yesterday tried in the High Court to plug a loophole in drink-drive law opened by a test case. If she fails, an estimated 100,000 fined and disqualified drivers could gain the quashing of convictions for failing to give breath, blood, or urine samples.

Alun Jones QC, for the DPP, told three judges that it was "of great importance" with 150 applications for judicial review already made by drivers. "They can fairly be said to represent only a small proportion of the number of cases involved, dating back, on one view, to 1972, and, on another, to 1981," he said.

Yesterday, applications for judicial review were brought by six drivers asking Lord Justice Watkins, Mr Justice Macpherson and Mr Justice Roch to clear them on the basis of a test ruling in June that wording on the standard police charge sheet was faulty.

Sean Sexton, the solicitor who found the loophole, said yesterday that he was "very surprised" to have had no notice of the hearing since he was now acting for 2,000 motorists in the same position.

Last month, at Southwark Crown Court, Kogi Kumbono Gandaa, a computer engineer, had a ban overturned on the strength of the test case. Yesterday's hearing was the first challenge in the High Court.

In June, two High Court judges found Bootle magistrates correct to throw out a case against a jobless drink-drive suspect, Terry Corcoran, 43, for failing to provide samples in breach of the 1988 Road Traffic Act. They found the charge sheet "bad for duplicity" because it did not specify whether he was investigated for "driving or attempting to drive" under one section of the act, or, under another section, of "being in charge of a vehicle". A defendant cannot be tried on one charge for two different possible offences.

Mr Jones argued that Mr Corcoran had been charged with only one offence, and that a charge implying two was not necessarily invalid. The hearing continues today.

Race report, page 34

Five hurt in litter bin bomb explosion

By RICHARD FORD
HOME CORRESPONDENT

SCOTLAND Yard's anti-terrorist squad was yesterday investigating a suspected IRA bomb blast that injured five people in central London.

The device went off near Piccadilly Circus 35 minutes after a coded warning had been telephoned to a local radio station. But the warning did not give a specific location and police were still searching for the device when an explosion ripped through a litter bin.

The force of the blast at 1.45am hurled fragments of the bin through the air. The five injured were taken to Westminster hospital but were not seriously hurt and were allowed home after treatment.

They were a taxi driver, a trainee cab driver who had been on a scooter, two men and a woman who had been walking near the scene of the explosion.

Sally Bassett, a sister at the hospital, said: "They were all walking wounded, suffering from shock and bruises from falling to the ground with the force of the blast."

Luke Canham, 19, who was treated for shock and an injured arm, said he had been told by road sweepers that a bomb had been planted in a litter bin in Piccadilly Street. "I had walked past the bin and was about 25 yards away when there was this huge bang. I felt the blast and there was a whoosh of air past me. I dived for cover and hurt my arm as I fell."

The worst bomb attack in London this year was on April 10, the day after the general election, when an IRA car bomb killed three people and injured 91 others in the City of London.

Fear festers along west Belfast's thin peace line

Edward Gorman reports on a protest by Ulster Catholics at the rise in murder attempts by unionist gunmen

THE joint police and army barracks at New Barnley looked especially sinister yesterday. Set against a grey autumnal sky and the dark line of the Black Mountain, the concrete walls, metal sentry posts and observation posts took on a threatening aspect.

About forty residents gathered on the pavement outside, where concrete blocks are placed to deter car bombers, to make their protest. These were unemployed Roman Catholic men and women, some with babies in prams, who say they have reached the end of their tether over the constant threat of attacks by unionist gunmen crossing the peace line which separates Catholic and Protestant estates.

In contrast to the rhetoric of government ministers and politicians, carried away with the apparent progress of the



In the shadow of violence: protesters at the barracks

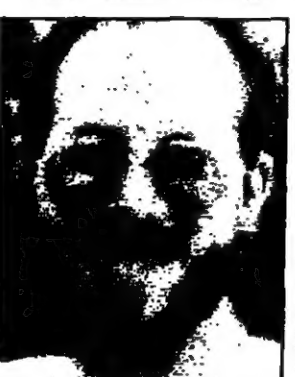
talks on Northern Ireland, these people spoke not of reconciliation or peace, but of contempt and hatred for their Protestant neighbours. To them nothing has changed in Northern Ireland except, in many respects, to get worse.

The solution they advocate to their security problem is not to pull down the walls of West Belfast but to build more. They want their Springvale area to be fenced in completely, instead of on three sides at present, so that unionists cannot get in at night to shoot at Catholic homes.

Because most of the demonstrators were from a hardline Sinn Féin area, they could hardly be seen to be asking for extra army and police patrolling. They directed their anger at the Northern Ireland Office, saying it should be prepared to spend more and to listen more to its reluctant constituents in West Belfast.

Their self-appointed leader, Michael Donnelly, 43, an out-of-work pipefitter, said that the protest was non-political and not backed by Sinn Féin. He wanted money made available so that residents could secure their homes at night and "a wall for the people" to be built along the back of the estate.

A few hundred yards away on the unionist side of the line, a housewife whose council house looks out on to the wall seemed happy in her divided world. "It's great," she said. "Just normal." And the wall? "I think it's OK," she added, smiling and shutting the door neatly behind her.



Thompson: killed by mugger in Florida

Girl tells of murder in Florida

By PETER VICTOR

THE girl friend of the murdered British tourist Keith Thompson, shot by a mugger in Florida, yesterday told how she tried to save his life.

Ann Sole, 34, broke her silence as American detectives mounted a huge manhunt for the killers of Mr Thompson, 42, a postman from Chelmsford, Essex, and the Orlando/Orange County Visitors Bureau announced a \$5,000 (£2,900) reward for the gang.

Miss Sole told press in London how she, Mr Thompson, and two friends had just arrived at their holiday hotel when the muggers struck. "One of them pointed a gun at us and said, 'Give us your money.' I spoke as calmly as I could and said, 'There is no problem here. I will get it for you.' Keith's equally natural reaction was to say, 'No way.' The other two said, 'Leave it, Keith.' But everything happened too fast. Keith was shot in the chest from about eight feet away. The robbers escaped with a wallet and a security pouch. We laid Keith on the ground and I started mouth-to-mouth resuscitation and at the same time a nurse gave him heart massage." Mr Thompson died in hospital.

Yachts duel for supremacy

Vivien Cherry, skipper of the *Coopers & Lybrand*, sends her first Times dispatch from the British Steel Challenge round-the-world yacht race

A CLOSE encounter last night with another yacht did wonders for the sail trimmers' concentration and was a boost to us all. We crossed a quarter of a mile in front of *Interspray*, then the leading yacht. It had taken us days to climb back to the front of the fleet, where we had so gloriously started on September 26.

Our position then did not last long, though a wave of relief and relaxation rolled over us: relief that the years of waiting had ended and relaxation as the race finally began.

Routine took a few days to settle, but the Bay of Biscay soon reminded us of its notoriety. In the early hours of the Monday morning waves were washing over the deck. One of the galleys was inundated, since most of the ventilation hatches had been left open. Another lesson relearned, and I doubt if that was the last time.

Lots of sail changes as we crossed the bay with tired arms, and half the crew down with my cold. The knack of quicker sail changes is to have the next correct sail ready in advance. With more practice, I think we will get it right most of the time.

We have a rota of four 4-hour watches, each taking its turn to cook and clean. We have become a tightly knit group, with everyone feeling free to insult each other.

Ann found our first flying fish floundering on the fore-deck, a beauty but not quite enough to feed us all. It was gutted and cooked to perfection by Brian.

We are currently west of Tenerife, in the Canary Islands, lying in second place after *Interspray* crept past us in it. It is our first sight of land for about five days. Mount Teide formed a spectacular backdrop for photographs.

Race report, page 34

SOCIAL ACTION ON BBC RADIO ONE FM

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97 TO 99 FM

BBC RADIO ONE

Australia says Britain is a poor cousin

By JULIA LLEWELLYN SMITH

BRITISH pride reached a new low yesterday when Norman Lamont's Australian counterpart described how homeless Londoners were bedding down in the doorway of Australia House in the Strand.

There is 10.9 per cent unemployment down Under, but John Dawkins, the Australian Treasurer, told his parliament after a recent visit to Europe: "If you want to see a country in recession, go to Britain. People go around looking for doorways in which to huddle and go into doorways to beg for some kind of support that their government will not give them. At about five o'clock every evening there is a rush to see who can occupy the doorways of Australia House."

Yesterday the doorsteps of Australia House were clear, as were shop and restaurant

fronts along London's Strand. But Graham McDonald of Outreach, a charity that helps the homeless, said about 40 people would set up sleeping quarters in the Strand through the night.

An Australia House official said: "We would be very surprised if they did manage to sleep on our steps. We have guards and security cameras everywhere." A receptionist was more revealing: "I have no comments... People do sleep along the Strand and we are at the far end of the Strand. Does that tell you anything?"

Sue Archer, a personnel officer from Melbourne, Australia, on her first visit to London, said: "I have noticed the amount of beggars on the streets and people sleeping in shop doorways and at first it shocked me. We have those kinds of problems in Melbourne, but

they are not so visible. People find parks to sleep in, rather than the streets. I think we have better resources there."

According to the Department of the Environment, the number of homeless on the Strand was a key factor in embarrassing the government into introducing new housing initiatives. "Tourists had to climb over bodies to walk down the street," a spokesman said.

At any time there are about 2,000 people sleeping rough in London, compared with an average of 650 in the 1960s and 1970s.

Not only is the recession putting Britons on the streets, it is also preventing them from escaping to sunnier climes. Last year the number of UK residents emigrating to all-time low of 14,645.

The North is being unfairly starved of housing resources in comparison to the South because of the high-profile problems of homelessness in the capital. Northern-based housing associations say.

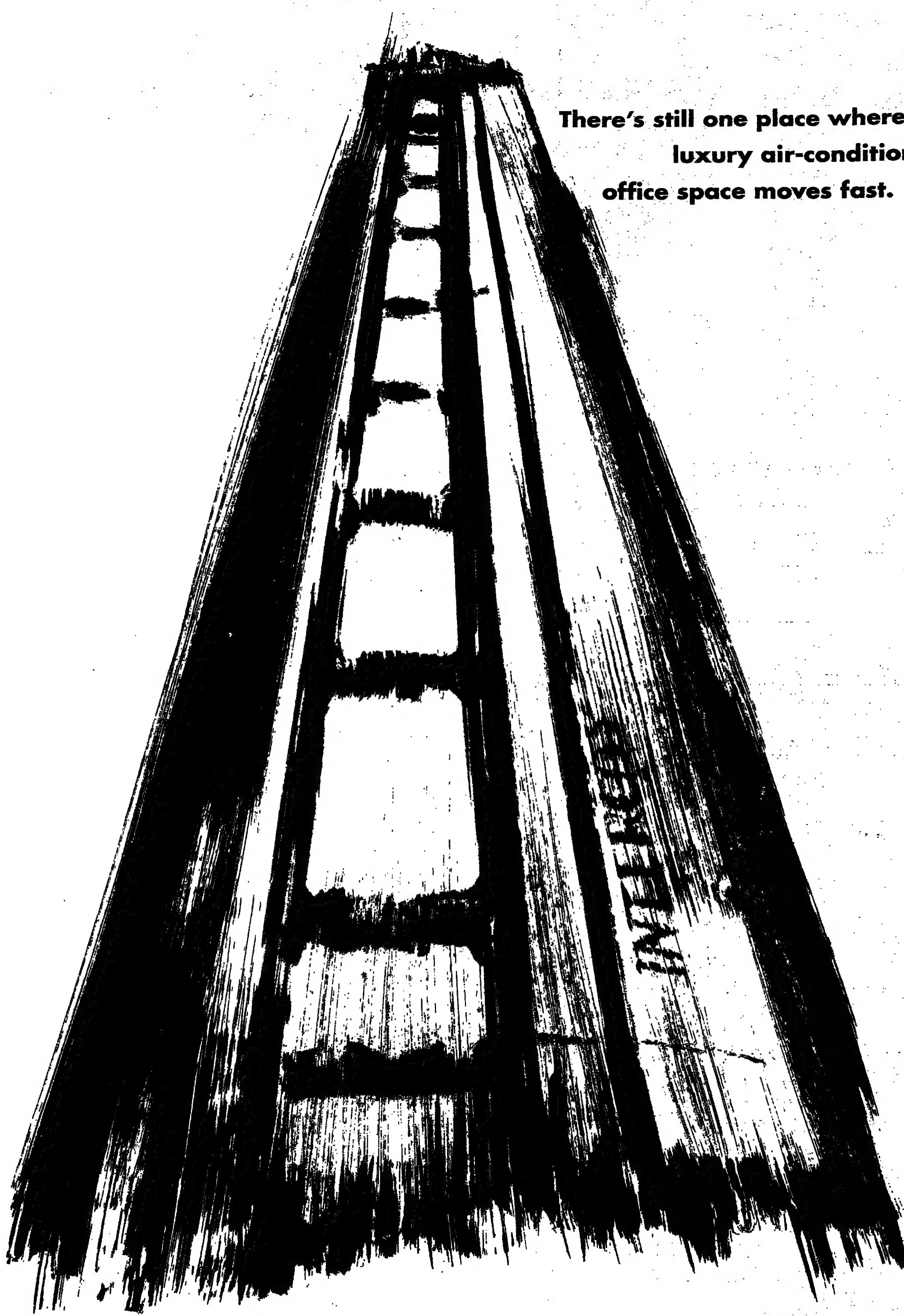
The 12 housing associations have formed the Regional Equity Group to campaign against unfair distribution of resources for social housing (Rachel Kelly writes).

While only 16 per cent of new funding for social housing is being directed at North East, the North West and Merseyside, more than half is targeted at London and the South-East.

Ian Perry, chairman of the group, said: "We are not saying there is no problem in the South. But such an unjustifiable imbalance can only be seen as political expediency."



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Court blocks 'police negligence' claim over husband's death

By RICHARD FORD, HOME CORRESPONDENT

THREE appeal court judges yesterday blocked a widow's attempt to win compensation for negligence from the police following the death of her husband at the hands of an obsessive killer.

The judges said that the woman had an arguable case because it could be said that the family had been exposed to risk from the killer. But they ruled that police should not be sued in circumstances involving alleged failures to detect or suppress crime.

Lord Justice Beldam said: "On the grounds of public policy, the plaintiff's claims are not maintainable against the defendant."

The judges backed earlier court decisions that permission to allow such legal actions to proceed would lead to all kinds of compensation claims being brought against police.

Mukiyeh Osman and her son Ahmed were suing the Metropolitan police for negligence following the killing of Mrs Osman's husband by a teacher who had warned that he would carry out a "thing like Hungerford" because of his obsession with the Ahmed.

Paul Paget-Lewis, a suspended teacher, had become obsessed with the youth, then 15, whom he taught at a

school in Hackney, east London. He changed his name to Osman and allegedly harassed the boy and his family.

He went to the family's home in Clapton, east London, and killed Ali Osman, the boy's father, and seriously injured Ahmed. After the shooting in 1987, Paget-Lewis went to the home of his deputy headmaster, shot and injured him and killed his 17-year-old son. He was arrested shortly afterwards and sent to Broadmoor.

Counsel for Mrs Osman alleged in the appeal court that in spite of being aware of Paget-Lewis's infatuation with Ahmed and his harassment of the family, police did not pursue the teacher after a raid on his home failed to find him.

Mrs Osman and her son claimed that police failed to act after earlier incidents in which the teacher dabbled graffiti on their home, superglued the locks to their front door and slashed the tyres of the family car.

They said that the police had been negligent and that what happened at their home could have been prevented if Paget-Lewis had been detained. Lord Justice McCowan, sitting with Lord

Justices Beldam and Simon Brown, said yesterday that Paget-Lewis had formed a "strange and unhealthy" attachment for Ahmed Osman.

After his behaviour led to his suspension from Homerton House school, Hackney, he was alleged to have told a police officer that the loss of his job was so distressing that "he might do something criminally insane". Interviewed by an Inner London Education Authority inspector, he said he was "going to do something that would be a sort of Hungerford but it would not happen at the school".

A police officer was said to have told Mr Osman that the police were aware of the situation and that he should not worry about his safety or that of his family.

Leave to appeal to the House of Lords was refused, although the Osmans can still apply directly to the law lords for leave to continue their legal battle.



Towering success: Geoff Preston, a stone carver, puts the finishing touches to a lion on the National Trust's tower at Lacock Abbey, Wiltshire. The lions were put into storage between the wars because they had been so badly eroded. The trust has spent £110,000 restoring the tower built by William Sharrington in about 1550

Green light for cheaper milk supply

By MICHAEL HORNSBY AND TOM WALKER

BRUSSELS approved a radical shake-up of Britain's Milk Marketing Board yesterday that should lead to cheaper milk and a wider range of home-produced cheeses and yoghurts. Officials working for Sir Leon Brittan, the European Community's competition commissioner, said: "One would imagine a downward pressure on prices."

Bob Steven, the chairman of the board, welcomed the announcement by Sir Leon, saying it would help to ensure the development of a free market in milk "from which milk producers, dairy companies and consumers will all benefit". Dairy trade officials, however, questioned whether the reforms would increase competition.

With approval from Brussels, the board is now free to turn itself into a voluntary co-operative, shedding the monopoly powers it has had since the 1930s to buy and sell all the milk produced in England and Wales. The board expects the plan to receive the royal assent next summer and to come into effect early in 1994.

Sellafield hot spots reported

By RONALD FAIR

FRIENDS of the Earth claimed yesterday to have discovered 33 new radioactive "hot spots" caused by discharges from the Sellafield nuclear reprocessing plant in Cumbria.

The environmental pressure group said its radiation monitoring unit had found the previously unreported contamination in 17 sites along estuaries in south Cumbria, Lancashire, Merseyside and North Wales. The 33 hot spots are concentrated in seven different locations.

A spokesman for British Nuclear Fuels, which is applying to increase radioactive discharges from the plant into the sea, rejected the survey as a "typical example of scare-mongering". Changes to the company were seeking in discharge levels would make little difference and monitoring had shown that levels were well within safe limits.



Two admit £5m plot to raid vault

TWO men yesterday admitted a plot to snatch £5 million in cash, jewels and gold.

The pair planned to raid the KLM cargo depot vault at Heathrow airport by kidnapping the warehouse manager and holding his wife and his daughter hostage. However, police had planned two undercover officers inside the gang, the Old Bailey was told.

When Carl Harrison, a former soldier, burst into the manager's home at Staines, west London, he was facing police with sub-machineguns. His target, Ian Blake, 50, had been whisked away by police, and Mr Blake's wife had decided to take a weekend break in Jersey.

Harrison's accomplice, Peter White, working in the inside at the warehouse, was arrested at the airport in an operation involving 50 police officers.

White, 34, of Heston, west London, on Tuesday admitted conspiring to kidnap, attempting to rob and having a firearm without a certificate. Harrison, 30, of Heston, west London, had denied similar charges, but yesterday admitted them after Judge Laughland QC rejected a defence argument that secret tape recordings by unidentified undercover officers were inadmissible as evidence. Sentence will be passed today.

The court was told that an informer told police of White's plan, and introduced two undercover officers to White. On the day of the planned raid, the vault held £5.3 million in cash, jewels and gold.

Dogfight expected over docking ban

By MICHAEL HORNSBY, AGRICULTURE CORRESPONDENT

VETERINARY surgeons are heading for a battle-royale clash with pedigree dog owners and breeders over moves to end the docking of dogs' tails except to treat disease or injury.

Tail-docking has been practised since the time of the ancient Romans, who thought it prevented rabies, and is still fiercely defended on cosmetic and other grounds. Breeders fear that customarily docked breeds will become "unsaleable" if left as nature-intended.

Some 50 of the 185 breeds registered with the Kennel Club, the studbook authority for pedigree dogs since 1873, have traditionally been docked. They include corgis, the Queen's favourite canine, boxers, dobermans, old English sheepdogs, rottweilers and many spaniels and terriers.

At a meeting next month, the council of the Royal College of Veterinary Surgeons is expected to rule that non-therapeutic tail-docking should be regarded as prima facie evidence of "disgraceful conduct", for

which a vet can be struck off the register.

The British Veterinary Association, which opened its annual congress at Harrogate, Yorkshire, yesterday, supports such a move. John Bower, a past president, said: "The great majority of vets want an end to docking. We would have preferred the government to impose the ban but they have left it up to us."

At the moment, a vet can dock dogs' tails for cosmetic reasons without fear of being disciplined even though the royal college's professional conduct guide states that the operation is an "unnecessary mutilation" and "not ethically correct".

In practice, breeders usually do the docking themselves, using a small bone cutter or scissors without anaesthetic when the puppy is three or four days old, or by means of an elastic band, which stops the supply of blood, causing the tail to drop off. From July 1 1993, only qualified vets will be allowed to dock.

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THE SERIOUS ALTERNATIVE

Europe's 'prizes' dangled in front of Maastricht opponents

Heseltine papers over party cracks

By SHEILA GUNN AND ARTHUR LEATHLEY

MICHAEL Heseltine challenged the Euro-sceptics head-on yesterday as he sought to demolish the anti-Maastricht case and vigorously support John Major's commitment to ratify the treaty.

In a barnstorming performance, which restored to him the mantle of the Tory conference's darling, the one-time leadership candidate twice brought party activists to their feet in Brighton when he almost casually dismissed those who criticised the Maastricht treaty.

The president of the Board of Trade catalogued the "prizes" awaiting Britain through being an integral and committed part of Europe. He said that no Conservative government would see Britain marginalised on the periphery of Europe. No Conservative politician in office could advocate that.

"And that is why John Major went to Maastricht. He went to fight for our essential interests."

As a few hisses rose up from the floor, Mr Heseltine continued undaunted: "I know of no British leader who negotiated a treaty more directly tailored to British self-interest than he did there."

Then, using one of the oldest political tricks in the book, he first handed the Euro-sceptics a deliberate bait. "The whole history of the European Community has been to advance by central-

isation in Brussels," he ventured.

A cry of "it shouldn't" predictably filled the pause.

Mr Heseltine turned on him: "Then what the heck are you complaining about when John Major has reversed the process?"

As cheers heavily outweighed protests, Mr Heseltine said sarcastically: "This is the articulate voice of the Tory party. I cannot understand a word it says and, even if I did, it is not worth listening to."

He was not finished. As a lone heckler refused to back down, he sighed: "One against so many. You just lost."

Although his speech may have only papered over the cracks, he undoubtedly succeeded in refocusing the party

away from the open warfare on Europe.

"They're saying that we've come here this week to lick our wounds and bandage our limbs," he said. "I say, they don't know the Tory party. We've come here this week as the party of government. We've come because we won, not because we lost."

The trade and industry debate, which was not attended by the prime minister, brought repeated cries for government action to restore confidence in industry, although recipes for recovery swung between further interest rate cuts and higher capital spending.

Mr Heseltine announced plans for launching a massive export drive with the help of 100 people seconded from British companies together with a pledge that "manufacturing industry matters".

He said that 15 new divisions had been set up within his department, ranging from aerospace to chemicals, electronics to textiles, to liaise with firms.

"We are there to help," he said. "We have no subsidies, no pot of gold, no magic wand, and not many illusions. We will endorse no moaner's charter. But when industry argues a good case, we will support them in Whitehall, in Brussels, anywhere, everywhere where it is proper for us to do so."

One-stop shops would soon

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be opened in 15 towns to advise firms and business people, he added.

Although Mr Heseltine made it clear that he was not in the business of rescuing bankrupt companies or subsidising loss-making projects, he audaciously owned up to being an interventionist: the label which condemned him in the eyes of Margaret Thatcher.

"If I have to intervene to help British companies, like the French government helps French companies, or the German government helps German companies, or the Japanese government helps Japanese companies, then ... I'll intervene," he said.

During the debate Richard Reeves, from North West Essex, was cheered when he called on the government to stimulate economic recovery through investment in infrastructure, which was "in a deplorable state". Many public services, including schools, roads, and housing, were now a disgrace, he said. Britain's position at the forefront of industrial development was at risk unless the government

took action. "We don't want handouts or subsidies but we want orders for the goods and services we can make and supply, and we want them now."

He called on Norman Lamont, the Chancellor of the Exchequer, to show more confidence to encourage consumer optimism and said that investment in British Rail was a key part of improving the economy. "Make British Rail a rolling stock and not a laughing stock," he said, adding: "There are no green shoots if you don't plant your bulbs."

Peter Fleet, from Southampton, was among several speakers who called for the government to take advantage of the withdrawal from the exchange rate mechanism by lowering interest rates. "We need a commitment that interest rates will be decisively cut and will stay out and that taxes will not go up."

Anna Hawkins, a businesswoman from Croydon South, pleaded on behalf of small businesses that were being made bankrupt and asked the government to raise from £1,000 to £4,000 the debt threshold below which businesses are not made bankrupt.

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Diary, page 14
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Matthew Parris, page 18
Archer's party, L&T section page 1



Conference cover-up: a masked party organiser sets up shop to tempt representatives to buy tickets for today's Conservative ball in Brighton



The Lady fires both barrels on ERM

THATCHER

THESE are selected extracts from Baroness Thatcher's article in today's issue of *The European*:

"This Conservative government, like its predecessors, should have as its main priority the maintenance of our constitutional freedoms, our democratic institutions, and the accountability of Parliament to the people."

"Because I believe in these principles so deeply, I cannot support the ratification of the Maastricht treaty, and I welcome, sterling's departure from the exchange-rate mechanism. The ERM and Maastricht are inextricably linked. The first is a prerequisite to the fulfilment of the second. We found the confines of the first unbearable — the straitjacket of the second would be ruinous."

"Thanks to the decision to float the pound, we now have a chance to follow an economic policy that puts British needs first. Like the Maastricht treaty, the ERM in no way represents what is best for British interests."

Contrasting Britain's exchange-rate position with Germany's, Lady Thatcher said: "They put their country first and in doing so showed up the impossibility of a single cur-

rency for a group of such divergent economies as those of Europe."

"We now need an economic strategy which works with markets, not against them, is realistic and sustainable, and provides a framework for growth."

"We must return to the policy of domestic monetary control that worked throughout most of the 1980s, cutting inflation from over 20% to under 4% while the economy expanded."

She said: "Our political debate on the Maastricht treaty and the future development of Europe has been conducted in, if possible, even less rational terms than our discussion of exchange rates."

"We are warned, from home and abroad, that it would be a national humiliation if Britain were left in the 'slow lane' while others sped towards economic and monetary union."

"But as Lord Salisbury once pointed out, half the errors in politics come from taking metaphors literally. A 'two-tier' Europe would at least enable the different groups of Europe to pursue different visions."

Publishers churn out Maastricht editions

By KATE ALDERSON

THE TREATY

KENNETH Clarke, a prime defender of the government's European policy, admitted yesterday in a radio interview that he had not read the Maastricht treaty, and said that most people would find it an uninteresting document full of legalese.

However, Conservatives were yesterday rushing to buy copies of a combined version of the Treaty of Rome, the Single European Act and the Maastricht treaty from a small bookstall at the conference.

Anthony Cowgill, director of the British Management Data Foundation, said yesterday that Conservatives had found it difficult to get hold of copies of the Maastricht treaty, and were delighted to be able to purchase *The Maastricht Treaty in Perspective — Consolidated Treaty on European Union*, the only publication to combine all elements that comprise European Union.

The Foundation has sold 1,000 copies of the combined treaty, costing £12.50, to businesses, the Houses of Commons and Lords and the Conservative party.

The government has refused to publish the text in this form, saying that it would be presumptuous to do so before the treaty is in force, but the foundation believes that simply reading the Maastricht treaty will not give a clear idea about Europe.

French voters were sent free copies of the Treaty on European Union, the Irish had a summary of it sent to every home and the Danes could

pick up free copies in their libraries. In Britain, government copies of the treaty cost between £6.50 and £13.30 and are subject to availability. David Pollard was so angry that copies were not freely available that he typed up a copy of it himself and then started publishing it from a small office in Oxford.

"Our copy costs £2.95 and the idea was started by my business partner Susan Nelson three weeks after the general election in April," he said. While Her Majesty's Stationery Office has sold a mere 6,000 copies of the treaty, David Pollard Publishers has sold almost 5,000 copies so far.

Free copies of the treaty on disc are also going to 170,000 computer magazine readers.

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Chancellor walks fine line on EC

By ARTHUR LEATHLEY

NORMAN Lamont sought last night to heal Conservative wounds opened up by Lord Tebbit's rousing speech on Europe to the Tory conference. The Chancellor, seen by some Tory Euro-sceptics as their most senior ally, steered a cautious path between the party's federal European lobby and its vociferous opponents.

He acknowledged the "great debate" continuing within the party, but referred diplomatically to the arguments being "beset by misunderstanding", refusing to apportion blame.

Endorsing a federal Europe often underestimates the strength of nationalist sentiment in the Community... but the narrow nationalists refuse to acknowledge the obvious benefits that Europe brings.

Pledging his own full commitment to the Maastricht treaty, he called for the Conservative party to unite behind John Major.

"Now it is our responsibility, not to turn our backs on Europe, but to join with the prime minister and use the huge influence of our nation and our party to ensure the Community becomes the workable, practical success we want to see."

In a wide-ranging speech on Europe, Mr Lamont restricted himself to discussing issues directly affecting the treaty and the EC, adding that he would dwell on exchange-rate mechanism matters when he addresses the conference today.

He spoke of his "ambitions, tempered by realism", to enlarge nations' economic potential and political influence without denying countries the right to be self-governing.

The achievements of those ambitions would create a more highly regarded community than would "the perilous construction of a grandiose political superstructure."

He emphasised that he was speaking as one of Britain's three Maastricht treaty negotiators, and called the treaty "a firm step in the right direction". He added that he, Mr Major, the prime minister, and Douglas Hurd, the foreign secretary, "strongly believe that it is good for Britain and for Europe."

Underlining his fervent commitment to subsidiarity

and to ensuring that there was "a loose association of member states", Mr Lamont told his audience: "We should only give up the right to make our own laws when it is clearly in our interests to do so. Otherwise, we must and should be allowed to make our own laws for our country."

Mr Lamont, giving the annual lecture to the Conservative Political Centre in Brighton, fiercely opposed moves towards a federal Europe. The "ever-closer union" referred to in the treaty meant that "people and their markets, not mad-cap schemes, should decide the pace of ever-closer union".

"National identity is rooted in history. We don't acquire it as an occasional habit. We feel it as a powerful emotion," the Chancellor said.

"I do not think that in my lifetime, at the very least, there will be any consent for a massive transfer of sovereignty and power, let alone affection, to a European state. And under this government such a state is not on the cards."

Mr Lamont insisted that people would demand that their grievances be heard by institutions they understood. "If they are faced with a set of institutions that seem distant and incomprehensible, there will be an awakening of bitterness and feeling that their politicians can no longer achieve anything on their behalf."

Earlier, Tristan Garel-Jones, European affairs minister, added his weight to Tory calls for Euro-sceptic MPs to fall into line. He said that Mr Major had given Britain an opportunity to influence Europe significantly for the first time since joining the EC.

"I very much hope that the good sense of the Conservative party will not allow what was a triumph for Britain to turn into defeat."

Speaking at a conference fringe meeting, Mr Garel-Jones insisted that he remained passionately opposed to a federal Europe but said that Britain should increase its influence in Europe.

He condemned those who said that Britain should accept its role as a third division country. "I don't believe the Conservative party will ever believe or accept that."



Lord Tebbit: party clothes fall out of fashion

Treaty heat leaves sceptics in the cold

RIDDELL IN BRIGHTON

Maastricht has become a distraction from the real challenges facing the Major government. The battle over the treaty will drag on over the winter and until the early summer, but the outcome is already clear. Barring further whiffwads, the treaty will be ratified by Parliament in the current session. Douglas Hurd saw off the Euro-sceptics on Tuesday and Michael Heseltine isolated them further yesterday.

In a skilful performance, Mr Heseltine had the conference cheering Maastricht as being in Britain's national interests. By taking on and ridiculing the more vocal opponents of the treaty, he showed how invaluable he is to John Major and laid the ground for the prime minister to deliver a more forward-looking speech on Friday.

The debates on the treaty will, of course, be heated and long. Baroness Thatcher and Lord Tebbit will fulminate as they have over the past two days, in ways which give a new twist to the meaning of loyalty. The former leader will no doubt be given an ecstatic reception this morning when she arrives on the conference platform, and this could stir up the issue again. But

embarrassing though the Thatcher and Tebbit interventions are to Mr Major, their shrill protests are those of the defeated. Hijacking the headlines is not the same as winning the battle.

More significant than the protests is the way the cabinet has united around ratification of Maastricht. The indefinite postponement of re-entry into the exchange rate mechanism has enabled ministers, whether Euro-sceptic or Euro-enthusiast, to accept the treaty as a reasonable compromise, on which to base the government's European policy.

The speeches of cabinet ministers offer widely differing views of the development of Britain's relations with the EC. But there is a common line: acceptance of Maastricht. Only the most pedantic could discern a split in their view of current policies. The words Maastricht and unity are treated as synonyms. Mr Heseltine yesterday said he knew of "no British leader who negotiated

a treaty more directly tailored to British self-interest than he [Mr Major] did there."

But their visions of Europe differ. On Tuesday, Kenneth Clarke celebrated British society becoming more European and denied that we would ever reach "a set of political buffers which mark the end of a completed journey". He denied that the Maastricht treaty was simply an exercise in damage limitation. By contrast, Peter Lilley talked of the EC in almost wholly hostile terms.

The most interesting contribution came last night from Norman Lamont in his Conservative Political Centre lecture, entitled "Europe, a community not a superstate." This was billed as the Euro-sceptics' case for supporting Maastricht. His theme was the importance of preserving national identity within a framework of European co-operation. His tone was generally hostile to the ambitions of the Brussels Commission. He emphasised that Maastricht was only the beginning of subsidiarity. "The inclusion of these provisions in the Maastricht treaty, although far from signalling the end of the battle, indicate that a new

and potentially useful front has been opened up."

The key passages referred to the politics of the Maastricht treaty, the joint negotiations by Mr Major, Mr Hurd and Mr Lamont: "We all strongly believe that is good for Britain and for Europe." He emphasised the "substantial" concessions made to Britain last December, not just on subsidiarity but also on co-operation between governments.

In short, Mr Lamont is fully on board for Maastricht, along with Mr Major and Mr Hurd. The message is clear: if they agree, so should the rest of the Tory party, including those suspicious of Brussels.

That will not, of course, end the public argument. But the real debate now within the Tory party, and the government, is about the direction of economic policy, and filling the gap left by the débacle of September 16. Mr Lamont will make a start later this morning. But the consequences of the withdrawal from the ERM will have far more influence on the long-term fate of the government than the infighting over Maastricht.

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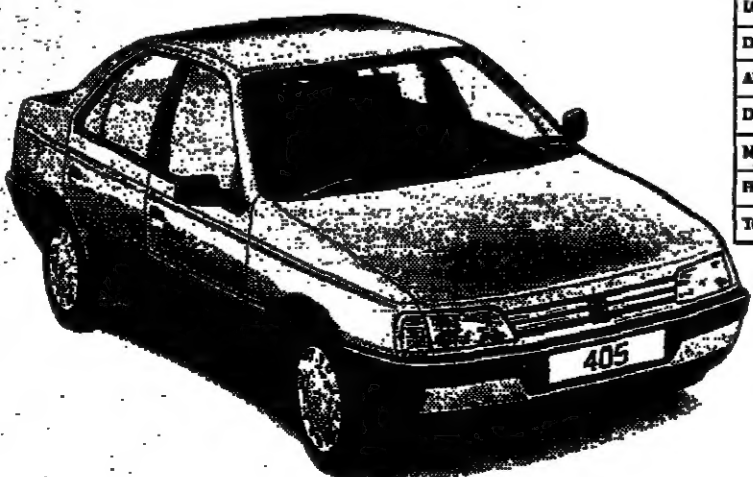
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NEWS BRIEF

Ulster call rejected

Sir Patrick Mayhew rejected the proposal made by Bill Clinton, the American presidential candidate, for a special peace envoy in Northern Ireland (Sheila Gunn writes). After the conference debate yesterday, the Northern Ireland secretary said: "We do not need a peace envoy thank you very much. What we need is a settlement as a result of the talks process."

Sir Patrick said he was "a lot more optimistic now" about the talks on the political future of the province than he had been at the beginning of the process. He told the conference: "The people want them to succeed. They beg me to keep them going. They are weary beyond words of the shackles of the past."

"You can be sure... that we will not allow ourselves to be dismayed by any temporary setback we may well yet meet."

Early start

Such is the demand to speak in the economic debate today that the morning session will start 15 minutes earlier, at 9.15. The Labour party's economic team, led by Gordon Brown, the shadow chancellor, will scrutinise Norman Lamont's speech and call on John Major to implement urgently a national recovery programme to bring Britain out of recession.

Today's agenda

The main debate at the conference today is on the economy. Other debates are on employment, the environment, health, defence, and national heritage.

BR to sell off parcel deliveries

By ROBERT MORGAN

THE first step towards the privatisation of the railways was taken yesterday when British Rail was authorised to sell off the Red Star Parcels business. The announcement was made at the Tory conference by John MacGregor, the transport secretary.

The momentum towards privatisation was building up, he said. A bill would be published next month and a consultation paper aimed at potential franchisees would be published next Monday.

Mr MacGregor told reporters later that the paper was a market-testing document. The government needed to know what kind of franchise arrangements the franchisees would like to see. About 50 companies had expressed an interest in taking up franchises, he said. He hoped the first would be in place by April.

1994, but before then he hoped to have completed the sale of the freight and parcel services.

Mr MacGregor said that safety would be a priority and told reporters that the department and British Rail had been in talks with the Health and Safety Executive.

Mr MacGregor also announced proposals to speed up the planning process for new motorways and bypasses. He said it took on average 13 years to build a new road, from concept to completion, but construction took only two years. "There is all the difference in the world between being environmentally sensitive and environmentally obsessed." While being sensitive to local concerns, he did not agree with spending taxpayers' money on decade-long arguments. He added that London Buses would be privatised next year and a deregulation bill would follow.

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Clarke to crack down on young tearaways

By Ray Clancy and Robert Morgan

A CAMPAIGN against juvenile crime was announced yesterday by Kenneth Clarke, the home secretary. Too many cautions for persistent offenders led many youngsters "to gain the impression they can get away with it", he told the Conservative conference.

He promised legislation to deter new crimes while on bail and the toughening of other laws. He had taken advice from magistrates, police, probation officers and others and concluded that the crackdown was urgently needed, he said in a subdued debate on law and order.

Mr Clarke said afterwards: "I cannot remember a law and order debate where there was no mention of hanging and flogging. This shows that the

LAW AND ORDER

Conservative party has come of age on these issues."

Mr Clarke singled out a hard core of boys aged 14 and 15 as being at the heart of a crime wave in towns and cities all over the country. "If a 14-year-old does not attend school, stays on the streets at night, repeatedly steals cars and burgles houses, it is not doing the child any favours to allow him to carry on regardless. Care orders and counselling are not sufficient if the child is rude to the social worker, will not stay in the community home and runs wild in the streets. Such a child needs, in his own interest, restraint so that he can be

made to live in a setting where he will receive care and affection," he said.

"We are going to legislate to make offending while on bail an aggravating feature when determining sentence. We are urgently preparing other changes in the law to toughen it up. We are making sure that in future courts will have much better information about people asking for bail."

He called on local authorities to use powers under the new Criminal Justice Act to place young offenders in secure accommodation. He said that so far some did not have the facilities available and were "unwilling to contemplate placing any young boys", but he was "expecting them in the future to do so". The view taken by some councils that "no children should ever be restrained by lock and key" would no longer be accepted.

He also targeted new-age travellers and ravers and described them as parasites who preyed on the public, particularly in rural areas. In the next few weeks a team at the Home Office would draw up a package of measures that would be brought before the Commons for approval.

During the debate there were calls for a national identity card, greeted with widespread applause, and niggling doubts were expressed about the Criminal Justice Act, which came into force last week.

Michael Wren-Hilton, a solicitor from Epsom, who opened the debate, described the new act as a courageous attempt to cut the prison population, but said the law would need to be carefully monitored.

Calling for national identity cards, he said that any scheme to combat crime would always meet with objections from well-meaning people who were ill-informed.

Sir Joseph Barnard, immediate past chairman of the conference and a magistrate, said that JPs and those more senior were concerned about not being able to take past offences into account when passing sentence.

Gary Johnson of Beddington, south London, expressed concern about lack of support for victims of crime. "A weak sentence lets down the victim, lets down the police and lets down society,"



Platform partners: Peter Lilley's wife Gail joins in the cheering after his promise to end Britain's "something-for-nothing society"

Lilley targets 'scroungers'

By Robert Morgan

DOLE FRAUD

THE government is to clamp down on social security fraudsters, Peter Lilley, the social security secretary, said yesterday.

Every pound lost to fraud meant less for those in need, Mr Lilley told the conference. To cheers he said: "This government and this secretary of state will not tolerate fraud. It is an insult to the law-abiding majority. I have set a target of tracking down £500 million. And I mean to get it back. I am closing down the something-for-nothing society."

Mr Lilley also responded to grassroots anger about the high priority given to single mothers by council housing departments. Among the frauds he intended to tackle was "young ladies who get pregnant just to jump the housing list."

But later he had little new to offer on this front, beyond saying that the new child support agency, which will force absentee fathers to pay towards the upkeep of their children, would help curb abuses.

Opening the debate, Ian Bridge from Nottingham North said: "There is no doubt in my mind that housing priorities under the Homeless Families Act and the benefits system have encouraged girls to use pregnancy as an economically viable way of leaving home."

"Somehow the father must be made accountable for his child until that child is 18. The social benefits system must not encourage pregnancy as a way of jumping the queue."

Mr Lilley touched a chord among the party faithful when he spoke of new-age travellers. "Most people were as sickened as I was by the sight of these spongers descending like locusts, demanding benefits with menaces. We are not in the business of subsidising scroungers."

He was loudly cheered, too, when he spoke of fraudulent asylum-seekers making claims. It was outrageous that people claimed using a dozen different names. Since the

clampdown had begun in the summer, 20,000 claims had evaporated.

Mr Lilley, not generally regarded as a conference star, stirred representatives with a hard-hitting attack on the Labour party in a speech interspersed with jokes and parodies of Churchill and *The Mikado*. He was rewarded with a lengthy standing ovation.

He also managed a joke against himself, pointing out that his Labour shadow, Donald Dewar, had only one claim to fame. "He is even less well known than I am."

His announcement of a further tightening of the screw on scroungers echoed the views of a number of earlier speakers.

Peter Bromley, of Leicester West, spoke of the different attitude of Conservatives compared with Labour.

"We say, 'Pick up your tools, load up your ass and journey with us to the Promised Land,' while the Labour response is, 'Lay down your tools, sit on your asses, this is the Promised Land.'"

Lang promises more home-grown policies

By Sheila Gunn

POLITICAL CORRESPONDENT

SCOTLAND was promised home-grown policies and more power over decision-making by Ian Lang, the Scottish secretary, as he warned Tory party activists yesterday of the danger of ignoring separatist sentiments.

In a speech to a fringe meeting Mr Lang made clear his conviction to a change in the Conservatives' attitude to demands for constitutional changes and pledged changes in the government of Scotland.

However, he did not spell out his proposals, which are understood to be opposed by some ministers as going too far in appeasing the devolution lobby. He is believed to want greater powers for the Scottish communities in the Commons and more co-operation with other political parties in certain policy areas.

With no Scottish debate at the conference, Mr Lang

opted for a Monday Club fringe meeting to report on the consultation exercise on Scotland's constitution promised by John Major after the general election. Mr Lang said: "We've got to get more decision-making into Scotland and into the hands of Scotland's people."

The party must not repeat the mistake of the past and be reactive to a constitutional debate conducted on someone else's terms. On occasion, the party had failed to recognise that Scottish Tories were Scots who were Conservative rather than Conservatives who happened to be Scots.

He said the party's task was to breathe new life into the union. More policy should be home-grown in Scotland and policy must be right for it. Just as the British identity must not be subsumed by an overbearing EC, so the same must apply to each of the UK's countries, he added.

Patten vows to scrap campus closed shop

By Ray Clancy and Nicholas Wood

STUDENTS

COMPULSORY membership of the National Union of Students is to be abolished, John Patten, the education secretary, announced at the conference yesterday.

To cheers and resounding applause Mr Patten said that the "closed shop" would be scrapped as soon as possible and he pledged to give parents more choice for their children in a traditional education system based on "the three Rs". He indicated later that he would bring forward a bill by Christmas.

"Most students who go on to college or to university do so because they want a good education and a qualification that they can use later in life. It is only a few who get involved through the National Union of Students in supporting dubious causes of no interest to the great majority of students," he said. "In a free country that is their privilege. But why should the taxpayer have to pay for it?"

Under the present system, students automatically become members of the stu-

dent union at their college or university. These local unions then decide by ballot whether to affiliate to the national body. Almost all do, and affiliation fees are paid by the state. Last year, £2.25 million of the NUS's income of £2.44 million arose from affiliation fees.

The NUS said that Mr Patten's charge of a closed shop was wrong, as individual universities and colleges voted on joining. "We are more like the Confederation of British Industry than a traditional trade union," it said.

Mr Patten also pledged to oversee every school in the country becoming grant-maintained, and said he would protect much-needed village schools. He praised teachers but attacked the teaching trade unions. "Some seem to think that children should not be taught the alphabet. Others think children should not be tested." His vision was of a system based on the traditional values of the three Rs.

Leading article, page 15

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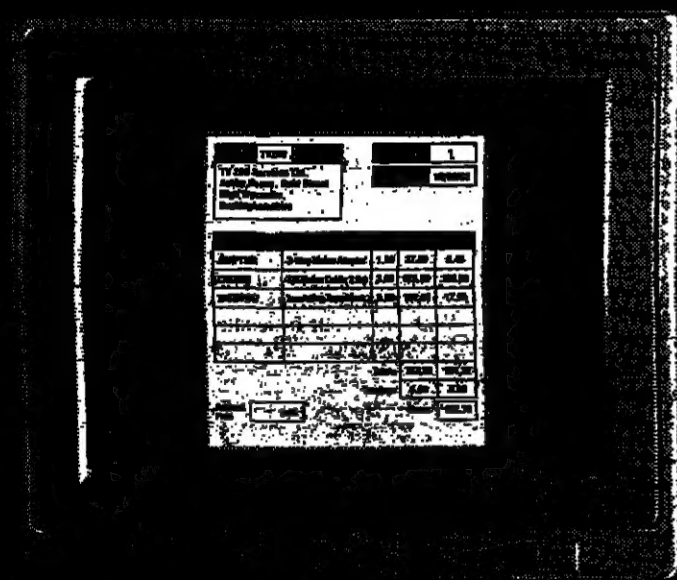
The Secret of Joy'. Plus Mark Jolly on football's changing image and Brian Appleyard recalls living in home town America during the height of the cold war. Also, in the Weekend Times, Victoria Glendinning's Booker judges diary.



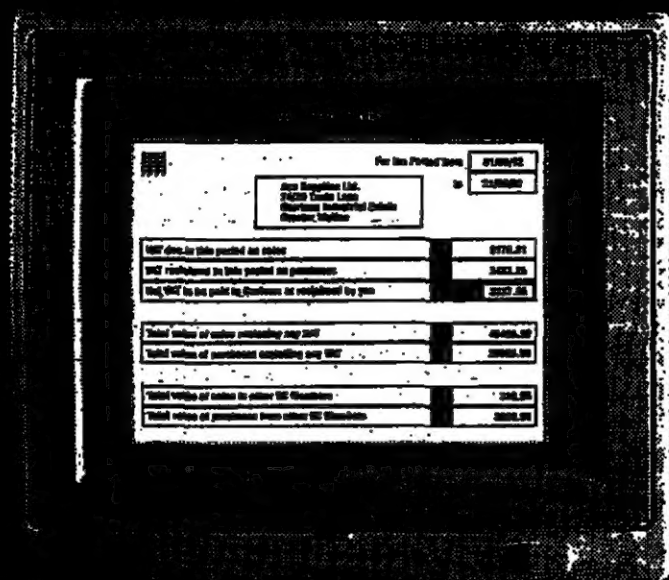
THE TIMES

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Patten move to broaden democracy angers China

By MICHAEL BINYON, DIPLOMATIC EDITOR, AND JAMES PRINGLE IN HONG KONG

CHINA yesterday dismissed as "irresponsible" proposals by Christopher Patten, the governor of Hong Kong, to broaden the base of democracy in the colony, and said that any plans for reform should be discussed with Peking before being announced.

The Xinhua news agency, representing Peking's views, was sharply critical of Mr Patten's proposals, saying any change in the 1995 Hong Kong elections should be by mutual agreement. "It is very irresponsible and imprudent. The Chinese side will not be responsible for any arguments caused," the agency said. Any change before 1997 could violate the 1984 Sino-British Joint Declaration, it added.

Britain gave China the text of Mr Patten's address to the Hong Kong Legislative Council two weeks ago in an attempt to win support from the Basic Law governing the colony's future. Douglas Hurd, the foreign secretary, met senior Chinese officials in New

York, but officials in Whitehall were not hopeful that Peking would agree to change. "There are elements they are not going to like. The dialogue is still going on."

The officials said Mr Patten's proposals were co-ordinated with the British government. He had tried to remain within the terms of the Basic Law as far as possible. The first substantive discussion will be when Mr Patten begins a three-day visit to Peking on October 21.

"If the Chinese say no, then nothing can be done," an official said. But London took heart from the fact that China did not leak any of Mr Patten's proposals.

A decision on whether the number of elected seats in the legislative council could be increased would have to be taken early next year if the changes were to be implemented. British sources said Mr Patten's proposals had been made partly in response to dissatisfaction in Hong Kong about the compromise reached with Peking over democratic representation in the legislative council.

Under the governor's proposals for increasing democracy "by the back door", 21 of the 30 seats in 1995 to be chosen by "functional constituencies" — lobbies of interest groups in the professional and business sectors — would be elected by direct individual franchise.

"Taken together these measures would expand the franchise in the functional constituencies concerned by more than five times," Mr Patten said. The "simplest and fairest approach" for the nine other constituencies would be to define them so that they include the entire working population. This would give every worker the opportunity to elect to the legislative council a member to represent him or her at the workplace. This would result in the franchise of the 30 functional constituencies being expanded to all eligible voters in the working population of 2.5 million. At present, only 110,000 are able to vote in the constituencies.

The remaining ten members would be elected by a committee made up of elected members of district boards and local government bodies. The governor also proposed a reduction in the voting age from 21 to 18, an independent election commission and election instead of appointment to municipal and district boards.

In his two-hour address, Mr Patten also unveiled spending plans which would enhance welfare and services for the 6 million inhabitants, saying this could be paid for from future growth rather than dipping into the fiscal reserves held by Hong Kong to be left for the future Special Administrative Region government.

Democracy blueprint, page 1
Patten's hopes, page 14
Leading article, page 15

Opposition rattles the al-Sababs

FROM CHRISTOPHER WALKER IN KUWAIT CITY

THE opposition's sweeping victory in Kuwait's first election after the Gulf war has imposed new pressures on the ruling al-Sabah family to loosen its feudal-style grip on the way the state is run and its vast oil wealth distributed.

The 21-member cabinet of Shaikh Saad al-Abdullah al-Sabah, the prime minister and crown prince, resigned yesterday, and under the terms of the constitution Shaikh Jaber Ahmed al-Sabah, the emir, has two weeks to select a new cabinet of 16 ministers before the new parliament assembles. The unexpected size of the government's defeat in Monday's poll has highlighted the awkward balance of power between the emir, who appoints the cabinet, and the parliament, which can force ministers to resign.

Tension over appointments, which in the past have concentrated power in the al-Sabah family and loyal associates, has increased because the opposition's new strength is countered by ministers' reluctance to vote in parliament, even if they are not members. A European diplomat said: "The recipe is there for continual friction between the al-Sababs and the parliament, which contains members of merchant families that have long been their rivals."

The opposition will control 32 seats in the 50-member parliament. "October 6 was a new dawn for a new Kuwait," said Nasser al-Sane, one of 19 new deputies affiliated to the Kuwaiti Islamic Movement.

Japan's elders feel verbally challenged

FROM JOANNA PITMAN IN TOKYO

IN COMMON with their contemporaries in the West, older Japanese are increasingly disillusioned with the country's younger generation.

"Their behaviour today is shocking, appalling. We've lost control. They are descending to the level of beasts," said Katsuhiko Tanaka, professor of sociology at Tokyo's Hitotsubashi University.

The town's teenagers have not yet taken to mass muggings, gang rape or pitched battles in the Ginza. Their crime is more subtle: their use of the language. Youngsters are skipping disgracefully on their heels.

Millions agree with Professor Tanaka. According to a government survey, 75 per cent believe that Japanese is spoken "in a disorderly manner" and 67 per cent find the use of polite expressions has dwindled to a deplorable level.

The art of verbal grovelling has lubricated social relations in Japan for centuries. The language is laced with a complicated

array of honorific levels and well brought up children should be versed in the nuances required to address any senior ranked between an older school friend and Amaterasu (the Sun Goddess and legend, any mother of all Japan).

This takes rather more than the mere minding of p's and q's. Self-humbling forms of greeting must be aired lavishly. If seniority is in doubt, language is upgraded to cover any confusion.

A new verbal laxity seems to be setting in, however. Vulgar displays of linguistic equality are replacing the incantations of self-abasement which are a peculiarly Japanese form of one-upmanship.

Gone is such high-octane humility as: "I am as poison to your honourable spirit and shall remain forever in your debt, but may I trouble you for a glance at your watch?" Today's youth prefers simply to yell "Baachan, jikan o oshiete", which roughly translates as "Oi, you old trout! Give us the time."

Mandela changes tack on bantustan protest while Tutu issues warning on ethnic tensions

ANC stops march on homeland

FROM RAY KENNEDY IN JOHANNESBURG

THE African National Congress is drawing up an alternative strategy for mass action against the regime of Lucas Mangope, the president of the quasi-independent bantustan of Bophuthatswana.

The ANC announced yesterday that a march on the capital, Mmabatho, scheduled for tomorrow has been postponed indefinitely. But sources in Mmabatho said yesterday that a mass protest is scheduled for October 24. Lawyers in Mmabatho are drafting an application to the supreme court in Bophuthatswana for an interdict restraining the homeland government from interfering with a march. At the same time, the Bophuthatswana government will serve an injunction on the ANC which will make the entire legal process sub judice.

Yesterday, the government gave itself extra powers to outlaw political protest. The Mmabatho parliament approved the Prevention and Control of Mass Action Act, a statute unique in South Africa, which forbids a sit-in by more than ten people or any other type of protest gathering involving 100 or more. If the ANC does not hold a march on October 24, mass rallies are planned to be held on all



Wide concerns: Archbishop Desmond Tutu of Cape Town giving a press conference at the University of Massachusetts in Amherst, on the first stop of his American tour. He said during a campus speech that economic turmoil had fostered a surge of racism around the world

routes leading to Mmabatho on the South African side of the homeland border. Botswana is also to be asked to close the frontier in symbolic support of the mass action campaign. The aim will be to blockade all access to the homeland, a tactic that could provoke clashes with South

African authorities. Such a form of protest would place the South African government in a dilemma. On Tuesday, President de Klerk, smarting from criticism that he has given in too easily to ANC demands at his summit with Nelson Mandela, its president, declared that Pretoria would take "firm

steps" against marches organised in circumstances which could lead to violence. He clearly meant that South African territory would not be allowed to be used to launch protests such as last month's march on Bisho, the Ciskei capital, when Ciskeian troops shot dead 19 and wounded

nearly 200 people. A grim warning that a march on Mmabatho could lead to a replay of the Bisho massacre has been given by Major General Jack Turner, chief of the Bophuthatswana Defence Force.

L&T section, page 6

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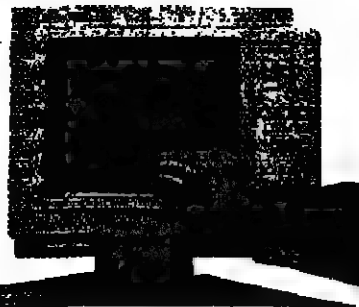
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College football crowd raises campaign cheer for Clinton

EVEN the roar of triumph along the bar when the Dallas Cowboys scored a touchdown against the Philadelphia Eagles failed to halt the discussion between three students on the political choice facing America in November. One bespectacled youth glanced up at the large television to catch the bulky wide receiver hurt the football to the ground and do an extravagant victory jig.

The times they are a-changin', if not quite in a Dylanesque rebellious way, on the student campuses of this conservative state. American football is a passion here. All three universities — the state college, Chapel Hill and Duke — have sides which are followed fanatically. But even at Pantana Bob's, a popular student dive across the road from the state university, the talk was as much about politics as the prospects for the college football season.

Last Saturday, 8,000 undergraduates, about a third of all students at the state university, turned up at a rally for Bill Clinton and chanted "We want Bill" as a Democrat laid into President Bush's four-year record in the White House. America's youth, traditionally one of the most suburban groups of non-voters in a country that has generally the lowest electoral turnout of any Western democracy, has been galvanised by this election.

The campus vote is swinging to the Democrats, reports **Jamie Dettmer** from Raleigh, North Carolina



US ELECTION

Pollsters are predicting that, for the first time in years, there will be a significant increase in the voting proportion of the 25 million Americans in the 18-24 age range.

In 1988, only 36 per cent of this group bothered to go to the polling booths, a decrease of 5 per cent on 1984. In the previous two elections, the Republicans would have been delighted to learn in the run-up to the polls that America's youth was caught up in the political debate.

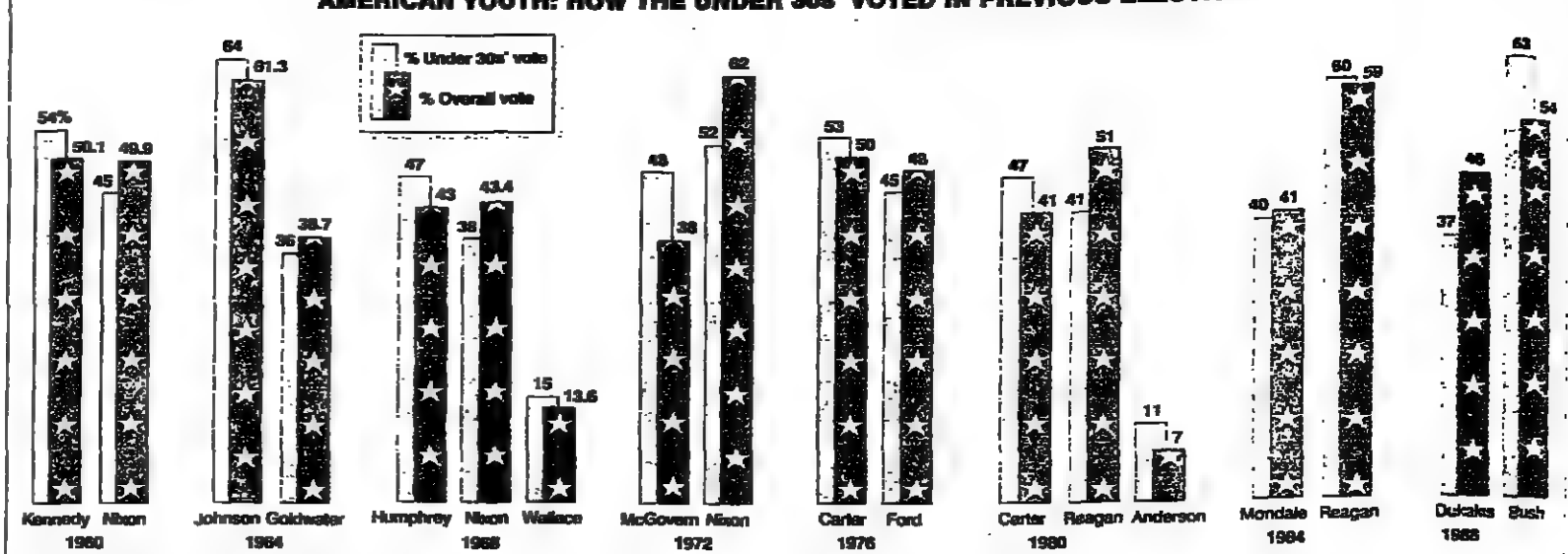
Young voters had been targeted by Ronald Reagan's Republican strategists and

they were a group that formed one of the keys to the Grand Old Party's plan to realign American politics. The GOP's reward was virtually to put a lock on young voters in 1984 and 1988. Mr Reagan secured a daunting 61 per cent of the votes of 18 to 21-year-olds in his last election, and Mr Bush received more than half the votes cast by 18 to 29-year-olds in 1988. Opinion polls now show a remarkable reversal and give Mr Clinton a lead among the young of 20 per cent.

Nearly all the two dozen students clutching Rolling Rock and Budweiser bottles in Pantana Bob's dimly lit bar said that they would vote this year. Jason Howard, 22, an economics student, was one of only three in the bar planning to back Mr Bush. But even the student from Hickory, North Carolina, hardly gave the president a ringing endorsement. "I'm not voting for Bush to support what he has done over the last four years — I'm voting against Clinton because I don't trust him."

Equally, those supporting Mr Clinton are less than wild about their choice. They do not see the Arkansas governor as some glittering John F. Kennedy figure who will knock down an ailing ancient regime, and if they thought he was they would probably be even more worried about him. Their choice is based on the

AMERICAN YOUTH: HOW THE UNDER 30s VOTED IN PREVIOUS ELECTIONS



bread-and-butter issues of jobs and money.

Tuition fees at the state university have risen by almost 50 per cent in the past four years. As they struggle to pay the fees, they also look at the jobs market and realise that their chances of getting a good position on graduation are slim. "People are going against George Bush because they are unhappy with the economy more than anything else," said Mark Toczak, 21, the managing editor of the student newspaper, *The Tech-*

nician. Abortion also played its part, and the Republicans' firm stance against terminations is going to lose the party votes.

The rebirth of young people's political interest has been encouraged by strenuous Democrat efforts to attract the youth vote. Mr Clinton has tried to appeal to the young by appearing on MTV, the cable rock music television channel, and playing saxophone on Arsenio Hall's late-night talk show.

The Rev Jesse Jackson's

Rainbow Coalition has targeted the young in inner-city areas in an attempt to get the vote out. The Bush response has been lame, and even more patronising than Mr Clinton's "I can be young, too" tactics. The president has been warning students at campus rallies that a Clinton administration would raise the tax on beer.

Several non-profit organisations, foremost among them Rock the Vote, have in the past few months run highly publicised voter registration drives among the

young. Two weeks ago Rock the Vote, which is financed by record companies, put on an hour-long television show featuring Madonna, Tom Cruise, Robin Williams and Whoopi Goldberg to urge the young to register.

Republicans have decried the efforts of Rock the Vote, arguing that despite its claim to be non-partisan the organisation generally only uses celebrities with liberal views in its promotional campaigns. The effort is paying dividends in Raleigh. On Monday night

in a corner of the Five One bar, students lined up to register for the election at one of the organisation's Get Out the Vote drives.

As Eric Clapton's *I Shot the Sheriff* blasted through the bar, Kara Wells, 18, in punk black and with a ring through her nose, filled in a registration form, placed a hand on a bible and swore: "I do solemnly swear that I will support the Constitution of the United States and the State of North Carolina. And vote Democrat," she added.

Outsider condemns 12 years of budgetary failure

Perot gives homespun lesson in economics to America

FROM ANTHONY HOWARD IN WASHINGTON

IN HIS first 30-minute paid television commercial, Ross Perot ignored all the skills of Madison Avenue and instead produced an unrepentant version of penny-pinching politics. Armed with a schoolroom pointer, and with charts and graphs as his only stage props, the Texan billionaire talked from in front of a bookcase straight to camera throughout the half-hour programme.

If it was Stone Age television, the performance also possessed a strange, raw power. Mr Perot ended his talk "Jobs, Debt and the Washington Mess", and it turned out to be a no-holds-barred assault on the Republicans' stewardship of the national economy.

"We used to have the world's greatest economic engine," Mr Perot declared. "Let's take a little time to figure out what's happened to the engine. Let's raise the hood bonnet and go to work. I can tell you before we look at the engine, an engine run-up won't fix it. We're going to have to do a major overhaul."



Screen test: Perot giving his lecture

The script, said to have been written by Mr Perot himself, largely reflected that sort of homespun philosophy. The independent candidate for the presidency ranged far and wide, from the number of American children brought up in poverty (more than 20 per cent) to the role of former administration officials now employed as foreign lobbyists ("as far as I'm concerned, that's economic treason").

Mr Perot offered no solutions to the nation's prob-

lems, promising he would do that on a later occasion (he has a further half-hour booked with another network tomorrow). Instead he took his viewers on a guided tour of the American economy, reserving particular scorn for "trickle-down economics" which, he claimed, did not trickle at all.

The broadcast told an unremitting tale of national economic decline, taking 1980 as its initial reference point. That was the last year, though Mr Perot was too tactful to point this out, that a Democrat sat in the White House. The names of George Bush and Bill Clinton were not mentioned once by Mr Perot, but there was no doubt where the thrust of his attack went in.

Democrats professed to be delighted by the broadcast. One campaign consultant, acknowledging that it played to his party's strongest suit, called it "very helpful to Governor Clinton". An equivalent figure in the Bush camp was content to dismiss it as "a diatribe" while conceding that, since it was the first economics lesson most Americans had ever had, "it could

prove to be frighteningly seductive".

Mr Perot's sole concession to audience appeal lay in the catchy subtitles he gave to each of the programme's segments. White words would come up on a dark screen bearing such legends as "We're not dumb", "Oops!" or "The Stick-up". Otherwise the broadcast, which cost \$380,000 in bought time alone, avoided gimmicks.

A measure of the on-the-ground challenge still confronting Mr Perot's off-on independent campaign was to be found at a gathering of his supporters held in Washington two hours before the programme went out. No more than 30 valiant souls turned up at what until last July had been the shop-front headquarters of the Perot local electoral effort.

Predominantly serious-minded, middle-aged and middle-class, they were addressed by a former USA official who was unable to offer his hearers any very inspiring message, confining himself to counselling them not to believe the polls.



Rock 'n' roll models: Bill Clinton and Al Gore meet Phil Valentine, an Elvis Presley impersonator, on Music Row in Nashville. While the Democratic team pressed the flesh, Ross Perot addressed voters on television

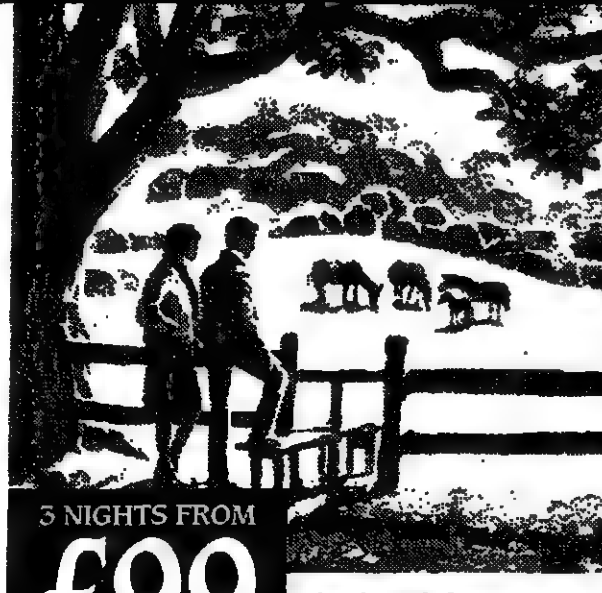
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Police and military plunder Haiti anew

FROM DAVID ADAMS IN PORT-AU-PRINCE

HAITI'S military-backed government is turning a blind eye while senior officers in the army and police rebuild an empire of greed on the profits of contraband, racketeering and drug money, according to local politicians, economists and businessmen.

A year after security forces overthrew the country's first democratically elected president, Jean-Bertrand Aristide, observers say Haiti is being run by "a ragtime band of mafiosi", who have reverted to the "kleptocracy" once associated with the Duvalier family dictatorship which fell in 1986.

"They are swimming in corruption," said Father Antoine Adrien, a Catholic priest who heads a presidential commission selected by Father Aristide to negotiate his return from exile. Senior army and police officers, including the head of the armed forces, General Raoul Cedras, and the police chief, Michel François, are said to have taken control of key public enterprises which are being plundered for personal gain.

At Ciment d'Haiti, the state-run cement factory, sources familiar with operations at the plant say military officers, in collaboration with the government-appointed director, are controlling sales to a small club of wealthy Haitian families who back the coup, in return for a hefty commission. Economists estimate that the officers involved are making about

£245,000 a month from the racket.

Haitian politicians say MPs have been rewarded with import licences in return for sabotaging key legislation in the National Assembly over negotiations for the return of Father Aristide. The politicians are then selling use of the licences to wealthy Haitian importers for anything up to £30,000.

Father Aristide was elected in December 1990 with 67 per cent of the vote on a



Aristide: declared war on corruption

platform of cleaning up state corruption. Soon after coming into office he mounted Operation Nett-oilage, to get rid of government corruption and wastage.

● Liner Abimael Guzman, leader of the Shining Path guerrilla movement, and other leaders was expected to be jailed for life for treason by military tribunals yesterday, President Fujimori said.

Candidates go into purdah before the great TV debate

FROM MARTIN FLETCHER IN WASHINGTON

PRESIDENT Bush and Bill Clinton have now virtually ceased conventional campaigning to prepare for the three presidential debates beginning on Sunday which, both camps agree, should settle the November 3 election.

Two new polls yesterday showed the candidates still frozen in position, the Arkansas governor 14 points ahead of Mr Bush with Ross Perot a distant third. Not one of the president's diverse assaults over the past few weeks, nor Mr Perot's re-entry, have seriously eroded that lead, and Republican strategists now see the live TV confrontations before audiences of perhaps 70 million as Mr Bush's last chance to unlock the numbers.

The president flew to Texas yesterday to initial the North American Free Trade Agreement with President Salinas de Gortari of Mexico and Brian Mulroney, the Canadian prime minister, a move denounced by the Democrats as a glorified photo-opportunity in a key electoral state. But most of the rest of this week Mr Bush will spend in what is termed "debate prep".

John Sununu, dismissed last year as White House chief of staff, has been called back to play Mr Perot in mock debates in a specially created White House studio, and Richard Darman, the president's budget director, will play Mr Clinton. As part of the traditional "expectations" game, Mr Bush has repeatedly portrayed Mr Clinton as a polished Oxford debater who dazzles with statistics, himself as a rhetorical bumbler but strong on principles.

From today Mr Clinton enters near-purdah in Kansas

City, across Missouri from the debate venue of St Louis. He has videos of past presidential debates and two fat files on foreign and domestic issues.

For his mock debates, Bob Barnett, a Washington lawyer, will play Mr Bush, as he did for Michael Dukakis in 1988 and Geraldine Ferraro in 1984, and Mike Synar, an Oklahoma congressman, will be Mr Perot. Mr Clinton's twin imperatives are to avoid blowing his lead through gaffes, and to increase the public's comfort with the idea of a Clinton presidency. Mr Perot, in his latest re-incarnation, eschews all political "handlers" and plans no rehearsals.

The Clinton camp has rejected a Bush campaign proposal that the candidates be allowed to use notes. It also countered Dan Quayle's wish to use a prop — Al Gore's controversial book on the environment — in next Tuesday's vice-presidential debate, by arguing that Mr Clinton's running mate should be allowed to bring on a potato, the vegetable that Mr Quayle mis-spelt last summer.

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An NBC television poll showed Mr Clinton leading Mr Bush by 46 per cent to 32, with Mr Perot on 10, while a *Los Angeles Times* survey gave Mr Clinton 48, Mr Bush 34 and Mr Perot 9. Five previous polls this week have given Mr Clinton an average lead of 12.

The *Los Angeles Times* survey showed Mr Clinton is the first Democrat since Lyndon Johnson to outpoll his Republican opponent among whites, and Mr Perot is attracting even more public disdain than such controversial figures as the Rev Jesse Jackson or Pat Buchanan. Two surveys in Maine showed Mr Bush trailing even in the most genuine of his three "home" states.

Mr Clinton left the campaign trail with a rare display of testiness. On a morning chat show, he protested when repeatedly questioned about his involvement in anti-war protests while studying at Oxford in 1969-70, accusing his interviewer of "diverting people from things that will affect their lives". He also objected to the accusation that he was sitting on his lead and avoiding the press.

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Thousands flee from Serb conquerors of Bosnian border town

By EVE-ANN PRENTICE IN LONDON AND DESSA TREVISAN IN BELGRADE

CORPSES of hundreds of Muslim and Croat fighters lined the streets of Bosanski Brod yesterday, and up to 10,000 people were reported to have fled, after the strategic northern Bosnian town fell to Serb forces.

Hundreds of inhabitants escaped the fighting by swimming across the Sava river to Croatia as conquering Serb forces moved into the town. The bridge spanning the river between the republics was destroyed yesterday, each side blaming the other for blowing it up. The police chief from Slavonka, Brod on the Croatian side of the river said 10,000 people, mostly civilians, had fled into Croatia. "There was complete chaos. People were coming across the river in boats and in barges," he said.

Hundreds of people from both sides perished in the battle for the town, and the

Serb victors claimed to have taken hundreds more prisoners. The town's capture gives the Serb forces a vital swath of land which consolidates a land route stretching from Serbia across Bosnia to the Serb-held region of Krajina in Croatia. The capture of Bosanski Brod was the biggest military prize won by the Bosnian Serbs in the past three months.

Smoke was billowing from the town yesterday and fires could be seen blazing in numerous buildings in the town, including its big oil refinery. A curfew was imposed last night, according to Croatian radio, cafes closed, and the town authorities were preparing to evacuate 13,500 children to safer regions.

Along the Sava corridor, only the town of Gradacac, part of Brcko and the village of Orasje are still controlled by Bosnian forces, although they

are surrounded by Serb troops. The commander of the Serbian air force in Bosnia, General Zivorad Ninkovic, meanwhile denied that Serbian warplanes would be grounded and said that "to consent to such demands would be equal to high treason and capitulation". The offer to ground the aircraft was made earlier this week by the Bosnian Serb leader, Dr Radovan Karadzic.

In Geneva, Haris Silajdzic, the Bosnian foreign minister, dismissed the offer, saying that such a ban was agreed in August and should have come into effect then. "The ban on flights is a provision of the London conference. It is not negotiable, it is an obligation," he said.

A UN Security Council resolution, which might be backed up by fighter aircraft and could shift the strategic balance of the war in favour of Bosnian government forces, is expected to be adopted this week.

Meanwhile, heavy shelling was reported from Sarajevo as Serb forces pressed their assault on the mainly Muslim-inhabited Hrasno district. The fighting cast doubt on truce talks between the Muslims, Croats and Serbs which were scheduled in Sarajevo yesterday under the auspices of the international peace conference based in Geneva. The talks were supposed to explore prospects for demilitarising the city.

In Belgrade, war wounded in a military hospital went on hunger strike to protest at what they called official "indifference" to their plight. Tanjug news agency reported. The wounded, who call themselves the "Association of Fighters in the War of 1990" and took part in the battles between Serbia and Croatia, said they had not received disability payments or guaranteed minimum salaries.

In New York, leaders from five religious groups have issued a warning of a "humanitarian disaster" in Croatia and Bosnia-Herzegovina unless fighting comes to a stop and relief supplies are delivered before winter sets in. "Disaster may soon be inadequate to describe what the world will face in a few months from the deadly combination of war and winter," the Roman Catholic, Protestant, Orthodox, Muslim and Jewish leaders said.

The statement was signed by Cardinal Bernard Law, Archbishop of Boston; Archbishop Iakovos, Primate of the Greek Orthodox Church of North and South America; the Rev Leonid Kishkovsky, former president of the National Council of Churches; Rabbi James Rudin, director of the American Jewish Committee; and Sheikh Abdullah Latif Ali, Family Elder of the Islamic Community.



Silajdzic: ban on flights is not negotiable



Check chic: a stylish blend of tailored elegance and peek-a-boo lingerie features in Gucci's spring and summer ready-to-wear collection in Milan yesterday

Lira reprieved as Amato wins vote on austerity cuts

FROM JOHN PHILLIPS IN ROME

THE fall of the lira was arrested yesterday as the Italian government comfortably defeated an opposition parliamentary motion claiming that part of the austerity package of the prime minister, Giuliano Amato, was unconstitutional.

MPs voted by 277 to 205, with three abstentions, to reject the opposition motion designed to sabotage the "delegated law" package of reforms of the national health service, the state-run pension scheme, social security and local government finance. The four-party governing coalition sees the package as a vital complement to its 1993 austerity budget, designed to bring down the deficit to meet EC convergence targets.

After two days of heavy pressure on the lira, financial markets responded well to the progress of the Amato programme. The lira was traded at between 921 and 925 to the mark at the close on the Milan foreign exchange market yesterday, compared with 990 on Tuesday. The Milan exchange was said by dealers to be "euphoric".

The formal debate on the delegated law was expected to end today before going to a vote. The opposition has sought to filibuster the measure by tabling 800 amendments, but the Socialist prime minister has said he will use a confidence vote if necessary.

The opposition motion was tabled by an unholy alliance of the Lombardy League, the former Communist Democratic Party of the Left, Communist Refoundation, the Italian Social Movement,

Greens and the anti-Mafia Rete party. The government took heart from grudging support in the vote from the influential opposition Republican Party as well as from Marco Pannella, fiery leader of liberalist Radicals.

The government disclosed that its cuts in the national health service will include taking 740 types of medicine off the list of subsidised prescriptions for an additional saving of 800 billion lire (£80 million).

A government spokesman presenting the delegated law to the lower house of parliament, Antonio Iodice of the Christian Democrats, said yesterday the intention was "to rationalise the health sector by intervening on medical prescriptions and social security contributions while respecting the principle of the equal treatment of citizens".

The lira, freely floating outside the exchange rate mechanism after a 7 per cent devaluation on September 7, plunged earlier this week amid speculation the government might not be able to take its economic package through parliament. Umberto Bossi, the revisionist Lombardy League leader, who was in a truculent mood after his federalist party won 34 per cent of a local election in Mantua on September 26, provocatively encouraged its northern followers to invest abroad.

Pietro Barucci, the treasury minister, expressed relief after the lira pulled back from the psychological threshold of 1,000 lire to the mark. "Italians are not listening to snake charmers," he said.

Trade union leaders have called a half-day general strike for next Tuesday to protest against the budget cuts, but have said that they will maintain essential services.

The Lombardy League victory at Mantua was a slap in the face for the government coalition, and its biggest component, the Christian Democratic Party, has begun a last-ditch internal purge to try to renew its image in the eyes of voters. The Christian Democrats' party secretary, Ariando Forlani, has stepped down, and a maverick reformer, Mino Martinazzoli, is expected to succeed him.

Major to limit time of Desert Rat role

By MICHAEL EVANS, DEFENCE CORRESPONDENT

JOHN Major is expected to set a time limit on the involvement of about 2,000 Desert Rat troops on United Nations humanitarian relief operations in Bosnia-Herzegovina. A detailed military plan for Britain's troop deployment to Bosnia is awaiting the prime minister's approval.

Malcolm Rifkind, the defence secretary, who has been briefed on the plan, is likely to endorse the recommendation that the troops should remain in Bosnia for a set period. The 1st Battalion, The Cheshire Regiment, the core of the British contingent, is to be deployed for six months and a replacement battalion, which would also operate for six months, has already been earmarked for Bosnia.

A time limit is considered prudent because the government does not want to be tied to an indefinite commitment and because a long-term deployment in Bosnia could severely strain the army's diminishing resources. The government might have to revise the Options for Change decision to reduce the army from 156,000 to 116,000 personnel by 1995.

The military plan, which involves a drastic rethink of Britain's concept of operations in Bosnia, was drawn up after a reconnaissance party returned from the region last week. Having frequently come under fire trying to cross Serbian battlelines, the team has recommended different routes, from the southwest, not from the north, and additional combat engineers to build accommodation and clear roads. If the government ap-

proves, the troop deployment would involve more than 1,800 troops. But once the additional combat engineers complete their infrastructure work, they would be able to reduce the number.

The original UN plan to have the British troops based in Rust and Doboj, north of Sarajevo, is being revised. In relief supplies along a north-eastern route from Belgrade, has been scrapped. The new proposal, subject to local approval, is for the supplies to be brought in to the port of Split to the south-west, with the convoys taking a twisting mountainous route of about 250 miles to Tuzla. The British contingent would maintain a rear base at Split and have a forward base, probably at Vitez, northwest of Sarajevo, from which the supplies would be distributed.

Imminent approval of the plan follows a decision by Britain and its allies to offer a Nato mobile war headquarters to the United Nations to control the humanitarian effort. This means that the Americans are now expected to become involved, both at the headquarters and in providing intelligence assistance and strategic air transport for the expanded UN force. Their participation in the headquarters, to be provided by Nato's Northern Army Group in Germany, follows an offer to send a field hospital to Bosnia, the first American ground units to be deployed to the war zone.

A Nato headquarters and US intelligence help would transform a low-profile UN mission into a properly organised operation.

Yeltsin in Georgia rumpus

Tbilisi: Eduard Shevardnadze, the Georgian leader, discussed the conflict in Abkhazia with President Yeltsin by telephone in what officials here described as "an extremely sharp and frank" exchange — officials for a blinding row.

Georgia, which accuses Moscow of fomenting the rebellion, sent troops to the Black Sea city of Sukhumi where an Abkhazian separatist attack is expected. (Reuters)

Kurdish pact
Diyarbakir: Turkey and Iraqi Kurds agreed in secret meetings to co-ordinate the offensive to drive the separatist Kurdistan Workers' Party, waging a war with Turkey, from areas in northern Iraq.

Plea to Savimbi
Johannesburg: The Angolan government and the United Nations tried to dissuade Jonas Savimbi, the Unita leader, from his threats to resume the civil war. Luanda said he could join a unity government.

Iran welcome
Geneva: Iran has invited international non-governmental aid agencies to open offices in Tehran to help Afghan refugees and the marsh Arabs in southern Iraq.

Fiery doom
Seoul: Choi Ju, 39, left a note saying that the world would end this week and burnt himself to death. (AP)

Hurd begins pre-summit trek

By MICHAEL BINYON, DIPLOMATIC EDITOR

DOUGLAS Hurd, the foreign secretary, began talks in Portugal yesterday at the start of a hectic round of consultations by him and John Major in European Community capitals to garner support for proposals Britain will make at the Birmingham summit on October 16 to revive the EC.

Mr Hurd had lunch yesterday with Joao de Deus Pinheiro, the foreign minister, and then flew to Madrid for talks with Javier Solana, his Spanish counterpart. He also plans visits to Brussels and Athens.

No time or place has been set for Mr Major's talks with Herr Kohl, according to Dieter Vogel, the chancellor's spokesman. They will focus on the agenda for the emergency summit at what will be the first chance the two have had to repair the damage to Anglo-German relations since sterling was forced out of the exchange rate mechanism.

Herr Kohl is likely to seek assurances from Britain that it will not use its EC presidency to attempt to derail the Maastricht treaty or push for substantial changes in the European monetary system.

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Scotwood old Pine Kitchen and appliances... £3000

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6 solid Oak Chairs upholstered back & seat... £1250
Paul Michel Burr Elm high gloss extending Table & 8 black lacquer Chairs... £1800

BEDDING
'Polywarm' Quillofil Pillows each... £5
Pure goose-down Pillows each... £30
'Leamark' 50% cotton 50% polyester single Sheets each... £5
Peter Reed pure cotton Sheets super king-size per pair... £75
Polyester Duvets king-size 4.5 tog each... £15
Pure white goose-down Duvets 13.5 tog super king-size each... £120

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BEDDING
'Polywarm' Quillofil Pillows each... £5
Pure goose-down Pillows each... £30
'Leamark' 50% cotton 50% polyester single Sheets each... £5
Peter Reed pure cotton Sheets super king-size per pair... £75
Polyester Duvets king-size 4.5 tog each... £15
Pure white goose-down Duvets 13.5 tog super king-size each... £120

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Republics seek reunion with Moscow

THE Soviet Union died with not much dignity intact last Christmas, leaving its hammer-and-sickle flag and CCCP tank suits to be sold off on market stalls. Apart from self-declaring communists or manic nationalists, few could envisage the ghost returning to life.

But as the foreign ministers of the Commonwealth of Independent States met in Moscow to decide an agenda for tomorrow's summit in Bishkek, the capital of Kirghizia, support for a revival of the union was growing among the republics' leaders. The Russian delegation has tabled a motion on closer economic legislation, Kazakhstan is proposing monetary union and combined financial policy, and Uzbekistan wants Moscow's help in securing its external border. A Russian-Ukrainian Black Sea fleet is also under discussion.

The prospect of six or seven republics forming a

Economic realities are burying the dream of independence cherished by former members of the USSR, writes Anne McElvoy from Moscow

union is no longer considered unimaginable and the proposal of President Nazarbayev of Kazakhstan to promote closer integration between the commonwealth states will dominate the meeting. The CIS was considered by most leaders as a conduit for civilised divorce rather than a stable alliance. The West too preferred to establish relationships with the republics independently.

The poorer republics' disillusionment with the commonwealth has grown quickly, and the view that the old union was destroyed too hastily at the height of post-coup fury is now shared by many leaders. The republics' desire for independence

has been succeeded by recognition that it is less appealing than was imagined to be poor and proud.

Mr Nazarbayev, a pragmatic former communist, is proposing a joint economic body to cover subscriber republics, an inter-parliamentary assembly and the preservation of the rouble as the single currency. "I am not trying to revive the Soviet Union and all that suggests. But while Europe is trying to find a way of integrating itself, it seems absurd that we should stand aside from such a thought," he has said.

Many liberals, including Andrei Kozirev, the Russian foreign minister, have indicated that they favour a closer alliance with Moscow at the centre. President Yeltsin sees a revival of closer ties as a means of quietening growing nationalist sentiments in Russia.

The core members of a revived union would be Russia, Kazakhstan, Kirghizia, Tajikistan and Uzbekistan. Its supporters see the idea as a means of keeping the influence of Islam at bay. Armenia, Moldova and Turkmenistan are generally thought to be persuadable, given favourable economic deals and some semblance of independence.

Ukraine and Belorussia remain unconvinced. Georgia, which declined CIS membership, is unlikely to favour union. But, in common with the other republics, it is already beholden to Russia, whose central bank controls all fiscal policy. Credits from Moscow and favourable trade deals remain a powerful lever.

Hopes for Hong Kong

Chris Patten on his plans to safeguard a way of life

On June 30, 1997 British administration in Hong Kong will come to an end. So now is the time to be clear about what we want to achieve over the next five years and about the kind of Hong Kong we want to see in 1997. My aim as governor is simple: it is to safeguard Hong Kong's way of life — the way of life set out in page after page of the Joint Declaration — its free economy, its rule of law, its sound administration. All the things that, together, underpin Hong Kong's prosperity and stability.

Hong Kong today is booming. Its people are confident, its economy thriving. But if the continuation of Hong Kong's way of life is the best guarantee of Hong Kong's future prosperity, an integral part of that way of life is the participation of individual citizens in the conduct of Hong Kong's affairs. The ink of international agreements and the implacable realities of history, geography and economics shape and determine the way in which we can broaden that participation. That is a fact well understood by the people of Hong Kong — better understood by them perhaps than some of those who would like the people of Hong Kong to be the heroic pawns of their own doubtless well-meaning preconceptions.

So the pace of democratisation is constrained in Hong Kong. Constrained — but not stopped dead in its tracks. Both the Joint Declaration and the Basic Law envisage that democracy should be carried forward with a Legislative Council — Hong Kong's legislature — constituted entirely by elections by 1995. The Basic Law (the constitution for Hong Kong after 1997) provides for a steady increase in the number of directly-elected seats with the ultimate aim of universal direct suffrage. Most importantly, the people of Hong Kong, whenever they are asked, indicate they want a greater degree of democracy. As governor, I have to respond to that challenge. That is why I announced in my speech to the Legislative Council a number of measures to broaden democracy in Hong Kong, make its governing institutions more effective and improve their accountability.

I have decided to separate the non-official membership of the Executive and Legislative Councils. This will end the arrangement whereby some political groups are represented on it while others are not. It will free LegCo politicians to develop their parties and programmes in the run-up to the very important 1995 LegCo elections. And I am going to institute a governor's Question Time in the Legislative Council, at which I will make myself available regularly to answer questions. A new government-LegCo committee will be set up in which the government will discuss the handling of its legislative and financial programmes with members of LegCo.

Just as important, though, are arrangements for the 1995 elections. The British government has consistently emphasised that it would press the case with the Chinese for an increase in the number of directly-elected seats for the 1995 elections. The foreign secretary did this at his meeting with the Chinese foreign minister on September 25. We will continue to do so with vigour.

But it is not the only way of building up democracy in Hong Kong. I am keen that we should explore in parallel how to develop our representative institutions to the maximum extent within the terms of the Basic Law. There are a number of ways in which this could be done. They include reducing the voting age from 21 to 18; expanding the electorate for the functional constituencies to include Hong Kong's entire working population; replacing appointment to Hong Kong's local district boards with direct elections; and using the elected members of the district boards to make up all or most of the so-called "election committee". This committee will have to elect up to ten members of the Legislative Council in 1995 if the Basic Law remains unchanged — the Legislative Council which China, Britain and the people of Hong Kong hope will continue in office past 1997.

To maximise the chances of continuity in 1997 we shall be discussing these changes with China. I believe that they are in Hong Kong's best interests. Taken together, they would represent a significant step forward in participation by the people of Hong Kong in their government.

There is widespread ignorance of the nature of European law in Britain, warns David Pannick

An alien legal tradition

Kenneth Clarke has confessed that he has not read the Treaty on European Union adopted at Maastricht. But careful study of its terms will not necessarily enlighten him, or others, about its consequences. As the debate intensifies about the treaty, politicians need to acknowledge that Community law accords a lower priority to textual precision than English law. As Lord Simonds explained in 1945, in English law "a man is not to be put in peril upon an ambiguity".

The treaty commits member states and the Community to "the adoption of an economic policy which is based on the close co-ordination of Member States' economic policies".

In areas which do not fall within its exclusive competence, "the Community shall take action, in accordance with the principle of subsidiarity, only if and in so far as the objectives of the proposed action cannot be sufficiently achieved by the Member States and can therefore, by reason of the scale or effects or the proposed action, be better achieved by the Com-

munity." No conscientious lawyer could give a confident opinion about the scope and effect of such provisions. Their meaning must depend upon policy decisions to be taken by the European Court of Justice as and when cases are brought in years to come.

Twenty years after the United Kingdom joined the European Community, there is still widespread ignorance about the nature of the European legal system to which we belong. Supporters and critics of the treaty would be much assisted by some basic lessons about the characteristics of Community law.

The new Master of the Rolls, Sir Thomas Bingham, clearly identified the nature of European law in a judgment delivered in 1982. "The interpretation of Community instruments involves very often not the process familiar to common lawyers

of laboriously extracting the meaning from words used but the more creative process of supplying flesh to a spare and loosely constructed skeleton." So, he explained, "the choice between alternative submissions may turn not on purely legal considerations, but on a broader view of what the orderly development of the Community requires."

Indeed, when the European Court of Justice delivers judgments in Luxembourg, these do not always provide comprehensible answers to the questions posed by a reference from a national court. Lord Slynn served as a judge of the European Court before his appointment as a Law Lord last year. He acknowledged in his recent Hamlyn lectures that "there is no doubt that practising lawyers and national judges do not always find the judgments clear or readily intelligible." Those

who have an interest, professional or otherwise, in matters as diverse as Sunday trading and occupational pensions will readily confirm the truth of this observation.

Although, as the European Court has emphasised, "the European Economic Community is a community based on the rule of law", the European concept of law is very different from our own. No doubt the style, as well as the substance, of Community law would be very different had the United Kingdom joined up as a founder member. Community treaties, directives and regulations would be drafted with the attention to detail which parliamentary counsel bestow on domestic statutes. The interpretation of Community instruments would focus to a greater extent on the specific language they contain. The court would not, as at present, deliver a single judgment without concur-

ring or dissenting judgments to illuminate points of difficulty and dispute.

The substantial achievements of the European Court deserve recognition. It has developed principles of Community law, such as proportionality, equality, procedural fairness, and respect for fundamental human rights. It has done so with little assistance from the basic texts of Community law, with considerable sensitivity for the feelings of member states, and with no sanction beyond the force of its reasoning and the judicial perception of what member states will tolerate.

As Isaac Bashevis Singer records his father stating of the rabbinical court judgments he handed down in Poland at the beginning of the century, "That is my decision. I have no Cossacks at my command to enforce it."

The debate about Maastricht

needs to acknowledge some fundamental truths about Community law. To examine where the commas have been placed in the relevant provisions of the treaty in an effort to identify their precise meaning is to misunderstand the way in which Community law operates. The role of the European Court is to add spirit to the words of Community texts. When interpreting those provisions of the treaty from which the United Kingdom has not opted-out, the court will consider itself entitled, in future judgments, to assess what the concept of a community requires having regard to the social, economic and political realities of that day.

To think otherwise, whether as a proponent or an opponent of Maastricht, is to adopt the unrealistic jurisprudence of Ronnie Fish in a P.G. Wodehouse tale: "When the Law gripped you with its talons the only thing to do was to give a false name, say nothing and hope for the best."

The author is a practising Queen's Counsel and a Fellow of All Souls College, Oxford.

Don't persecute the man who freed Russia, says Bernard Levin

Revolutions devour their children: sometimes they go further and spit out the bones. Thus it is with Mr Gorbachev. Let us look first at his achievement, and then what followed it. Mikhail Gorbachev appeared from nowhere, determined to dismantle the entire rotten edifice of the Soviet state. So startling and vigorous was his wielding of the pickaxe that even I, who had predicted with the greatest exactitude both his appearance and his intentions fully 20 years before, could hardly believe what I was seeing — that is, a visitor from the frozen wastes of communism bearing a flame that was to warm the world from the Bering Straits to the Brandenburger Tor.

One day, we shall know exactly when Mr Gorbachev, who had obviously, like any Soviet citizen private or public, realised that the entire system of his country was a fraud; I imagine that he knew it as early as his student days at Moscow University. But far more tremendous must have been the moment when he looked in his mirror and (turning round, of course, in case someone had come into the room) said to himself (silently, of course, in case the room was bugged) that he was going to destroy the entire mad and murderous system and replace it with something recognisable as a civilised land. Stalin died in 1953; Mr Gorbachev had joined the Communist party the year before, and perhaps the rise and fall of Khrushchev made up his mind. It doesn't really matter when and why he made up his mind: what mattered was his determination. The rest is history — will get it wrong.

The trouble with getting history wrong, though, is that so many people want to anticipate his conclusions, wrong or right. If I say "the Communist Party of

the Soviet Union is profoundly evil, so the man who is the head of it must be, a *fortiori*, evil himself", the syllogism is perfect. But it is nevertheless wrong. And it is still wrong even if Mr Gorbachev had no intention of freeing the people of the Soviet empire, and was swept along, protesting loudly that that wasn't what he was trying to do at all, but was just trying to make the place efficient. (What is more, there is a good deal of evidence to support just that conclusion.)

Hypotheses non fingo. The whole structure of the Soviet empire was taken to pieces, and the pieces were thrown on history's refuse-heap; that is what matters, even if when Mr Gorbachev said the word it was a slip of the tongue and he meant exactly the opposite. It was his hand that rocked the cradle until the monstrous baby was thrown out, and our world, for all the terrible things that have followed the freeing of the empire, is immeasurably better for it.

And is this a time and a place for the humiliations and denunciations — oh, so moving towards arrangements — that he has long been suffering? The most recent of these is the shabliest, his passport has been taken from him, and he has been barred from leaving the country. And why? Because the Constitutional Court, which is far from thoroughly constitutional and not much of a court, wants to interrogate him on his record as head of the Communist party, and Mr Yeltsin, drunk or sober, though on balance probably drunk, wants to hound him into silence. (Into silence, moreover, "public criticism of the government" and on pain of "unspecified measures"; is there no word for irony in the Russian language?) Anyway, who are these people to talk? What tremendous deeds of defiance was Valeri Zorkin, head of the tribunal before which Mr Gorbachev



is apparently to be dragged, doing what Brezhnev was alive? Was it Nikolai Ryukhov who slept in the next bunk to Solzhenitsyn when they were political prisoners together? (For that matter, have you ever met a 70-year-old German who wasn't passionately against Hitler from the very start, or a 70-year-old Frenchman who didn't risk his life daily in the Resistance?) All we know for certain, and

the truth will be established only in years to come, if ever, is that Mr Gorbachev started the pebble rolling down the hill; whether he secretly longed for the ensuing avalanche, or was horrified when it started, we do not know, nor would it be sensible to believe what he said on the subject, if only because he may not know himself.

When wickedness is done, and is brought home to the doer, it is

natural for those who suffered the wickedness to want the villains punished, nor does it have to be only those who themselves were hurt who seek retribution; I don't suppose that Hitler ever struck a Jew in his life. Punishment is a dangerous weapon, but from time to time it has to be employed, and no one could deny that the sufferings undergone by the handicapped peoples of the Soviet empire were

such that the sufferers had the right to see their persecutors charged, tried and sentenced. All the same, with the exception of Poland, none of the subjugated nations suffered more than Czechoslovakia in the long night of Soviet rule, yet when the Czechs awoke, almost the first action Vaclav Havel took was a declaration against vengeance, and as far as I know there have been no "treason trials" there.

As for Mr Gorbachev, his hands, if not scrubbed skinned, are quite clean enough for what he had to put up with. Every body, decidedly including his tormentors, should have known that they were sitting on ice so thin they could catch fire through it because the coup against him collapsed so quickly and ignominiously, the earlier, real dangers were forgotten, and the thanks and admiration he deserves are scorned.

Worse than scorned: with his passport taken from him like a common criminal, while more of the world's nations want to do him appropriate homage, he sits at home and thinks: *How sharper than a serpent's tooth it is to have a thankless child.*

History will make amends. But why should he wait as long as that? What about the homage? Could not the leaders of those nations who rightly owed him their territory when he went about the world ("I can do business with him", said Margaret Thatcher), and those who have still not seen him in the flesh — could they not ask the Russian state to let him go? After all, it is he who broke the chains, even if he did not intend to; it is he who measured the journey, he who got the pace right, he who steered the ship with the Red Flag at one end, the star emblem at the other, and the skull-and-crossbones in the middle, just to remind some of those who now scorn him that they can speak and act freely because deliberately, accidentally or in a fit of absent-mindedness, he opened the gates.



...and moreover CRAIG BROWN

Are you sitting comfortably? Then I'll begin. It was a warm day in the jungle. Susan Skunk was hot and bothered. "Susan Skunk is hot and bothered," sniffed Willy Woodhouse. "I wonder what is on her mind."

"Oh, Willy Woodhouse!" emitted Susan Skunk. "Why do we never get a mention in children's books? It's almost as if we didn't exist! Mice and dogs and cats and frogs have new books written about them every single day of the year! But there's never EVER been a book about a skunk or a woodhouse!"

"Or us!" chipped in Marjorie Maggot. She wriggled around irritably on a nearby carcass, her immediate family of 230 other maggots beside her.

"It's so UNFAIR," screamed Edwina Earwig. "And I regret to say that well over half the children's books in this country are infected by this virus and, tragically, will have to be destroyed forthwith."

"It's the same point that Larry the Lemming made only last Monday," added Willy Woodhouse, lying on his back and doing his bicycling exercises.

"Poor Larry," exuded Susan Skunk. "May he rest in peace."

The next day, all the most unattractive animals in the jungle held a meeting to decide what to do. It was chaired by the highly-regarded husband-and-wife team of Terry and Tabitha Tapeworm. After reading out apologies for absence from Mr Gore Vidal, Terry Tapeworm got

straight down to business. "Comrades," he began, "for too long, we have been totally unrepresented in a children's literature which is blatantly racist, utterly ignoring those of us without big eyes and a cuddly disposition in favour of an élite form of multinational cuties such as hedgehogs, mice, cats, lambs, elephants, dolphins, cows —"

"— and owls! Don't forget owls!" shouted the militant Archie the Amoeba from the back. Moderates like Belinda Bat and Sally the Slug sometimes blamed Archie's extremism on his lack of inches.

"No, we mustn't forget the owls!" answered Terry Tapeworm. The owls sent shudders down the comrades' spines. What was so bloody wise about sitting around in the dark eating mice? Yet with a skilled public relations exercise exaggerating their "wisdom", the owls had come to dominate the children's book market in recent years.

"— or the eagles!" added Archie the Amoeba, to cheers. The eagles, too, always roused great resentment. What was so marvellous about reading the small print of *The Times* from two miles above someone's head? Why couldn't they just buy their own copies like everybody else?

Terry Tapeworm then invited Daddy Longlegs onto the platform. A veteran of over 300 conferences, he was still fighting fit, even though he only had the one leg left. He spoke of his current campaign, sponsored by *Granta* magazine, to bring a new

realism to children's fiction, portraying animal legends as they really were.

He read from the Notes on Contributors at the back of the present issue. "Mickey Mouse has split with Minnie and is now struggling to overcome his problem with cheese. A corpse, later identified as being part of the late Ms Tiggywinkle, was found in the middle of the A12 last August. Donald Duck gave up a dwindling career in movies to become a tele-evangelist and is serving a 20-year term for misappropriation of funds..."

Daddy Longlegs then called for a campaign of concerted action to increase public awareness of cutism. He introduced his new public relations adviser, Kevin the Killer Shark, or "Kevin the Otter" as his lapel badge had it. Kevin spoke of promo-videos, brochures, exciting competitions and once-in-a-lifetime offers, all promoting the anti-cutism cause. Kevin, it was revealed, was working in conjunction with the famous PR, Mr Max Clifford.

"Sooner or later all have great new images," laughed Harry Hyena as the sun went down.

"And starring roles in children's stories," giggled Timothy Tarantula.

"Yes, Max Clifford can change anyone's image overnight," emitted Susan Skunk. "Before he met her, Antonia de Sancha looked like an out-of-work kiss-and-tell actress. See how Max has changed her image! And so she fell asleep, marvelling at the magic of PRs."

A class apart

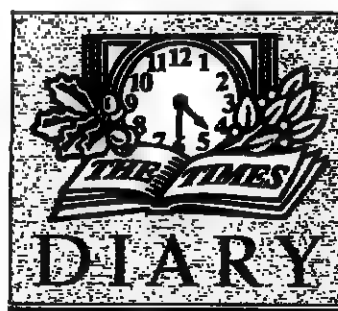
ESSEX MAN — who so loudly cheered his patron saint Norman Tebbit on Tuesday — had something else to celebrate in Brighton yesterday. The creature who is giving the Tory leadership such headaches over Maastricht was marking his second birthday.

It was two years to the day since the appearance of an article by Simon Heffer, deputy editor of *The Spectator*, which first identified the phenomenon of Essex Man. Having left the conference hall, a posse of the species, some in off-duty T-shirts and trainers, others in the working uniform of double-breasted suit and silk tie, congregated in the bar to celebrate with lager and crisps.

In between mobile telephone calls to their stockbrokers and bookmakers, the men from Basildon and Romford, Tory strongholds since the glorious days of Baroness Thatcher, toasted their political heroes.

Doug Campbell, in T-shirt and jeans, said: "Norman Tebbit gave Essex man the perfect birthday present. Mrs Thatcher was always too moderate for me." Campbell, who lives in Ilford, but aspires to Chigwell, thought there was plenty of cause for celebration. "Everyone is jealous of us because we have made money," Stephen Castle, 28, an insurance broker with Lloyd's, who lives in Canvey Island, announced over his pint. "We are much more sophisticated than most people think."

David Amess, the MP for Basildon, whose early declaration of victory at the general election, proved that Essex Man had stayed Tory, joined the celebrations. After blowing out the two candles on the birthday cake, Amess said: "Let the



intellectuals think what they like. Essex Man has had the last laugh, and he is here to stay." As to Essex Man's leading political hero, the answer was obvious: "No man can ever match her."

Simon Heffer confessed himself surprised at such wild celebrations. "I never thought Essex Man would take off the way he did. Like everything else we write, I thought he would wrap tomorrow's fish and chips."

Ring in the old

THE ubiquitous Sir Tim Bell, at the centre of a row over the expensive advice he is giving to St Thomas's Hospital, is also busy orchestrating Baroness Thatcher's visit to the Tory conference today.

Bell has assigned Elizabeth Buchanan, one of his senior executives, to organise every detail of Lady Thatcher's triumphant tour of the conference.

To the astonishment of Tory party apparatchiks, whose devotion switched instantly from Lady Thatcher to John Major on the succession, Buchanan has been working from the party's research department office at the Grand Hotel, making full use of the facilities. "I couldn't believe it when I saw her," said one official. "Here she is organising the assault from within the heart of the enemy camp."

Neil Lyndon may be unpopular with the female world at large but his greatest supporter is nevertheless his mother. So it was rather surprising that Mrs Lyndon did not make an appearance at the Times/Dillons debate "Has feminism failed?" this week. Lyndon explains: "She is extremely supportive and I actually told her not to come as I thought the evening might distress her."

Stoppeth one in three

NORMAN LAMONT, who today makes one of the most critical speeches of his career, is taking no chances on any Tebbit-style ambushes on the conference floor. His officials are discreetly buttonholing delegates due to speak in the economic debate to ask what they intend to say — and, perhaps more to the point, to tell them what they should not say.

Not everyone is falling for it. Patricia Morris, who will propose to day's main economic motion, was last night resisting all overtures from the Chancellor's men. In desperation Lamont's political adviser, David Cameron, was even flashing messages to her on the internal television message service at the conference centre.

Lamont's officials are right to feel concerned about Morris. After the stage managers allowed things to get out of hand during the Europe debate, the last thing they want is more dissent from the conference floor, especially with Baroness Thatcher looking down from the platform.

Morris, a highly articulate financial analyst, and candidate at the election, says she has no intention of pulling her punches. "My speech has been locked away all week in a safe place in a brown envelope so no one can get at it," she says. "I don't want them to know what is in

it in case they try to bully me to change it."

Morris is speaking from experience. The last time she contributed to an economic debate at conference, she received a call from Judith Chaplin, then special adviser to the Treasury team of Nigel Lawson and John Major. Chaplin offered to help. "That is wrong," and "I'm not sure that is quite right," she said beguilingly, and before Morris knew what was happening, she found herself delivering a speech entirely to the Chancellor's satisfaction. She won't make the same mistake today.

Norman Lamont's other speaking engagement tonight should be a much more genteel occasion. Lamont is addressing a reception of the Royal Society for the Protection of Birds. He lists ornithology as one of his interests in *Who's Who*, and will no doubt regale the society with his favourite bird-



watching story. While staring away at the Maastricht negotiations last December, he happened to look out of the window, and claims to have spotted a species of rare bird — not an albatross, a redstart.



TYPHOON PATTEN

Chris Patten yesterday made the most important speech of his career: not on his familiar territory, at the Tory party conference, but thousands of miles away in Hong Kong. His detailed agenda for Hong Kong's last five years under British rule is far more than a programme of colonial government. It is a calculated political gamble, on the success of which rest Hong Kong's hopes of giving lasting meaning to the "one country, two systems" formula of the 1984 Sino-British Declaration, which is supposed to protect Hong Kong's freedom, stability and prosperity after it reverts to China in 1997, and for the next half century.

Mr Patten has set out to recapture the policy initiative from Peking, after a decade of defensive British manoeuvring — and to do so, significantly, from Hong Kong. In this pace-setting, he has succeeded. His strategy is, he admits, circumscribed by the ink of international agreements and the implacable realities of history, geography and economics. It sidesteps a direct legal challenge to China on the key question of expanding direct elections to Hong Kong's legislature in 1995 faster than is laid down in China's Basic Law for the post-1997 government of Hong Kong. In this, the new governor will disappoint liberal democrats both in Hong Kong and Britain. But of the democratising thrust of his proposals for constitutional change and style of government there can be no doubt.

Equally challenging to Peking will be his bold programme to increase by nearly half government spending on public works, on which HK\$1.8 million an hour will be spent between now and 1997. Since he arrived in July, Typhoon Patten has elbowed his shirley through housing estates and red tape, listening hard and winning friends the broad compass of this new deal for Hong Kong's less prosperous will make him a much harder target for hostile Chinese propaganda than his predecessors.

Mr Patten's constitutional reforms are couched in terms of a firm commitment to democracy, as a philosophical ideal and an essential part of economic progress. But if

his statements of principle show a politician's audacity, his tactics suggest a lawyer's cunning. In essence, he intends to move on parallel tracks: pressing Peking, on one hand, to amend the Basic Law on direct elections; and on the other, preparing to go ahead within the unamended law to make Hong Kong more democratic anyway.

The reforms are in two parts. The first, to be implemented immediately, separates executive from legislature. Faced with the certainty of ousting Peking and its supporters in Hong Kong if he took the territory's leading democrats onto his Executive Council, or of frustrating popular expectations if he excluded them, Mr Patten has cut the knot by announcing that in his "executive-led government", there will be no politicians on ExCo. Instead, he clearly aims to build up the powers of the Legislative Council, which in the past has been a poor relation of ExCo.

The second reform concerns the next rounds of elections, in 1994 and 1995, and here he has offered detailed proposals for discussion in Hong Kong as well as Peking — though without hinting at a Chinese veto. Should Peking prove stubborn, he has mapped a roundabout route to democracy.

This, at last, is forward planning to match Peking's, in place of a policy of reaction. Mr Patten intends to market it vigorously in Hong Kong, with a programme of public meetings and phone-ins, which in themselves will strengthen democracy. Peking's immediate reaction has been to object not so much to the substance as to Mr Patten's failure to seek China's prior agreement to these innovations. To have set a precedent of asking Hong Kong's people what they want is laudable in itself, and will strengthen his hand when he visits Peking this month. Mr Patten will have made himself enemies. He has yet to demonstrate how effective his bulwarks can be made against post-1997 misrule. But in building accountability into government, in quickening the pace of debate in Hong Kong, and in strengthening general welfare, he has made a brilliant, eloquent debut.

ALWAYS THE BUSY BRIDESMAID

The Tory party delegates met yesterday in subdued mood. After the exhilarating but agonising debate on Europe the day before, they wanted reassurance, leadership and above all the restoration of their morale. Like children who had been allowed to run riot but soon regretted the devastation they had caused, they needed the firm but forgiving hand of a parent. Only one man in the party was capable of delivering it.

Michael Heseltine rose to the challenge with all the skill for which he is rightly famous. He is a thoroughbred at delivering party conference speeches, and the harder the going, the more powerful his stride.

Once Mr Heseltine reached the heart of his speech, on the importance of Europe for Britain, he knew he would face the same barracking that Douglas Hurd received the day before. Some politicians are discomfited by hecklers; other thrive on them. Cynics suggested yesterday that Mr Heseltine must have planned one or two in the audience. He was certainly quick as a reflex on his feet, ready with the devastating put-down. By the end the vast majority of the audience was with him, simply because he had beaten the hecklers into the ground.

This was the speech that Mr Hurd should have made on Tuesday, but could not. It is the speech that John Major should make tomorrow, but will not. Neither possesses the voice, the delivery, the passion. For all his faults, Mr Heseltine, when on form, has the gift of oratory; and a good orator can win even an unwilling audience over to his side.

Mr Heseltine may still nurture a hope of leadership. In the first half of his speech he stuck dutifully to his trade and industry brief, with somewhat heretical references to intervention "before breakfast, before tea and

before dinner". He had been given a relatively easy ride in the debate, as party members bemoaned the recession but seemed to have no stomach for another bruising confrontation with the platform.

But soon he strayed from his responsibilities, taking on the twin themes of Labour and Europe. "If John Smith is the answer, what on earth was the question?" he asked — the sort of line that brings a Tory house down. Putting British interests first was the theme of the anti-Maastricht brigade on Tuesday. He simply twisted the argument: foreign investment will bring prosperity to Britain, he claimed, only if the country is a committed member of the EC.

Whether people believed or agreed with his arguments hardly mattered. The points were delivered with such crushing force that the spirits of the audience could not but be raised. Uncertainty is what has most depressed party members at Brighton. Here was a politician who exuded certainty.

Mr Heseltine is a happy man. Mr Major has determined to press ahead with ratification of Maastricht. This meant that the President of the Board of Trade could in all sincerity display absolute loyalty to his Prime Minister, while delivering a defence of Maastricht which, given its flair, is bound to outclass anything Mr Major has to offer.

Yet the Prime Minister need not feel too threatened. Mr Heseltine is hated by Eurosceptics even more than Mr Major himself. Even his fans have their reservations. The response to his humdinger yesterday was: "That was fantastic. But thank goodness he is not prime minister." Mr Heseltine may have triumphed at the conference. Whatever his secret hopes, though, he is unlikely ever to address it with a leader's speech.

LET STUDENTS CHOOSE

Reform of student unions has been a perennial of the Tory conference floor, a subject broached vigorously on the rostrum, then quietly forgotten when the delegates disperse. John Patten, the education secretary, could be sure of applause at Brighton yesterday when he promised to break the "last closed shop" of the National Union of Students (NUS). Unlike his predecessors, however, he has moved beyond ritual denunciation to a promise of legislation banning blanket membership of campus organisations that receive taxpayers' money.

Structurally, the student unions are dinosaurs. As friendly societies, they slipped through the legislative net introduced by Lady Thatcher to reform the unions, and still impose involuntary membership upon 1.5 million people. Each student's local authority automatically pays a fee to the campus union, which then announces to freshmen on their arrival that they are already members. Such an arrangement is an absurd anachronism in a society that claims to value individual choice. Mr Patten's determination to end it is welcome.

He must still pick his targets with care. The NUS has invited Conservative backbench anger by its noisy posturing and by ill-considered adventures such as the Target 70 campaign, which this year sought to unseat 70 mostly Tory MPs in constituencies influenced by the student vote. But the current leadership seems finally to have routed the disruptive fringe that used to ruin the union's conferences, and has promised a radical overhaul of outdated policies, notably on student finance. Only a fraction of the union's annual turnover of £2.7 million is now spent on political campaigns. Too little,

too late, perhaps, but a sign that the message is finally getting through.

The education secretary should not, in any case, be concentrating on the national union, which is simply a confederation of 880 voluntarily affiliated campus unions, each making per capita payments in return for a range of welfare and advisory services. It is already the prerogative of each union to stay outside the NUS if it wishes to take its custom elsewhere, and many do so with great success. The marketplace will take care of the national union as a service-provider.

The cornerstone of Mr Patten's reforms must be democratisation on the campuses. Few students take part in college unions because they are not given the chance to decide whether they want to join. Lack of choice breeds apathy, so that a handful of apparitionaries are left to clamour over union affairs.

Mr Patten must give students the chance to opt out of their college unions, preferably once a year. Those doing so should be given the cash reserved by their local authorities for membership fees in the form of a voucher, to spend as they wish. College unions that fail to attract sufficient numbers will then quickly be overtaken by rival businesses offering better services at lower cost.

With an opt-out clause, the best of the existing union infrastructure, which has often been praised by vice-chancellors and polytechnic directors, would survive. Mr Patten, already busy with this autumn's schools bill, now has a chance to usher student politics into the real world, and exorcise the last straggling ghosts of 1968. By this time next year, his party's conference may be scouring the landscape for a new perennial topic.

Tragedies that engulf us all

From the Archbishop of York

Sir, In her moving article on the Amsterdam disaster, "When tragedy engulfs us all", (October 6), Janet Daley asks a religious question: what sense can we make of it? But she refuses a religious answer, and thus finds herself trapped in the dull hopelessness of a secularism which does not have the resources to cope with such a tragedy.

It is a pity that in her glance at Christianity she picked on the doctrine of original sin which is perhaps not the most helpful insight the Christian faith has to offer in such circumstances. Her reference to Job, if she had followed it through, might have led her to see that the real comfort offered by the Christian faith in the face of disaster is not primarily an intellectual explanation but a deepened awareness of God.

All human operations are vulnerable to disaster because God does not gratuitously override natural processes. But He does not stand aloof from them either. The heart of the Christian response to suffering is the belief that God also suffers, in and through the cross of Christ.

The effect of this awareness is to open up practical ways of coping with suffering in the spirit of Christ, by sharing in His own self-giving. Thus events which make no sense in cool intellectual terms can come to have sense made of them by those who believe that suffering, tragedy and death are never God's last word.

Yours faithfully,
JOHN BISHOP,
Bishop of Exeter,
Bishopthorpe Palace,
Bishopthorpe, York.
October 6.

From Rabbi Dr Sidney Brichto

Sir, It was significant that Janet Daley's most sensitive article on the human reaction to the suffering of the innocent caused by the air crash in Amsterdam should appear on the eve of Yom Kippur, the Day of Atonement, the holiest day in the Jewish year. On this day, Jews consider the enormity of the tragedies which hit us without warning or explanation.

Janet Daley's article was sub-headed "A plane crash tests secular values to the limit". What does it do then to religious values? How can faith withstand the senselessness and the arbitrariness of such tragedies? I would argue that it cannot and has not. The God who could prevent such accidents and does not stretches our faith to breaking point.

Only a God who is afflicted in our afflictions, and needs humanity to complete His creation by perfecting the world, is capable of inspiring and commanding the faith of ordinary mortals. Christianity has developed the concept of a suffering God. All religions should join in worshipping a God who challenges us to rid the world of evil, beginning with the most difficult task of rooting out the evil we bring upon ourselves by our cruelty and insensitivity to the suffering of our fellow creatures.

Faithfully,
SIDNEY BRICHTO
(Senior Vice-President,
Union of Liberal and
Progressive Synagogues,
The Montagu Centre,
109 Whitefield Street, W1.
October 6.

Crown court barristers

From Lord Williams of Mostyn, QC,
Chairman of the Bar Council

Sir, Your report (October 6) of the joint statement of the Lord Chancellor and the four most senior judges on wider rights of audience for barristers employed by the Crown Prosecution Service is misleading. The statement did not, as your report indicates, tell the Bar Council that a time limit was being set on the rule that stops barristers in the Crown Prosecution Service taking cases in the crown court.

In fact, Lord Mackay and the four judges have asked the Bar to consider placing a time limit on its rule in order to allow further consideration of the matter once the Royal Commission on Criminal Justice has reported next year. Therefore, the application by the CPS for wider rights of audience has been rejected for the immediate future. Indeed, at its press conference last week, Lord Taylor of Gosforth, one of the judges who signed the statement, said that he was opposed to a state prosecution service in which crown prosecutors would take cases in the higher courts.

The Bar Council fully supports this view as we believe that advocates, independent of the state, who both defend and prosecute are necessary to uphold the integrity of the criminal justice system.

Yours sincerely,
WILLIAMS
Chairman,
General Council of the Bar,
3 Bedford Row, WC1.
October 6.

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Sports letters, page 32

Letters to the editor that are intended for publication should carry a day-time telephone number. They may be sent to a fax number — 071-782 5046.

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

Rejection of Derek Bentley's pardon

From Mr Benedict Birnberg

Sir, The papers we have received following the home secretary's decision on his review of the case of Derek Bentley, for whose sister we act (reports, October 2), make astonishing reading. They include a memorandum prepared for the then home secretary, Sir David Maxwell Fyfe, by Mr Philip Allen (now Lord Allen of Abbeydale) and a case summary by the then permanent secretary, Sir Frank Newsam.

Mr Allen's memorandum, after praising four precedents of accomplices who were reprieved where the principal offender could not be executed, advised that effect should be given to the jury's recommendation to mercy, stressing that Bentley was not the principal offender, was not armed with a gun, did not fire the fatal shot, was quite young and made no attempt to use the knife and knuckleduster found on him or to break away from police custody.

Sir Frank Newsam, who likewise advised leniency, significantly stated that "Christopher Craig would no doubt, judging by his various remarks, have used his revolver against the police whether or not Bentley had given any incitement to him to shoot".

In the light of the two senior Home Office officials' advice, Sir David Maxwell Fyfe's decision to allow the law to take its course, as justified in his personal memorandum which said nothing at all about Bentley's mental or physical disabilities, confirms the view that this was a "judicial killing".

In justifying his failure to recommend a pardon the home secretary has invoked an ostensible "long-established practice" of successive home secretaries not to grant pardons unless satisfied of "moral as well as technical innocence". Regardless of new evidence before him pointing to Bentley's innocence on the murder charge, this overlooks the fact that a pardon is part of the royal prerogative, which is unlimited in its scope. There would have been nothing to inhibit Mr Clarke from recommending a qualified pardon appropriate to the circumstances of this unique case.

Yours faithfully,
BENEDICT BIRNBERG,
B. M. Birnberg & Co (solicitors),
103 Borough High Street, SE1.

From Sir Louis Blom-Cooper, QC

Sir, Since a pardon in law does not extinguish, but erases only the con-

sequences of, the criminal conviction, is the test to be applied, in deciding whether a pardon should be granted, that of what the home secretary has called the "moral and technical innocence" of the convicted person?

That is, in my view, too severe a test. If I am right, should not the home secretary be judicially reviewed for having misdirected himself in declining to recommend to Her Majesty a posthumous pardon for Derek Bentley?

Yours faithfully,
LOUIS BLOM-COOPER,
2 Ripplevale Grove, NI,
October 3.

From Dr John E. Callaghan

Sir, I cannot tell whether a degree of moral innocence can be established in the Bentley case, but certainly a degree of diminished moral responsibility is indicated by Bentley's limited level of intelligence.

Yours faithfully,
J. E. CALLAGHAN,
Flat 2, 25 Sussex Square,
Kempitown, Brighton, Sussex.

From Ms Jenny McEwan

Sir, The two central questions raised by the home secretary's decision are whether it can be right for a secondary party to receive a greater punishment than the principal offender (which happened because Craig was too young to hang) and whether anyone should be hanged for murder.

If we could consider the case in the light of these questions, and the sad fact that the law was changed, for the better, too late to help Derek Bentley, then an appropriate means of public forgiveness could perhaps be found.

Yours sincerely,
JENNY MCEWAN,
University of Keele,
School of Law,
Keele, Staffordshire ST5 5BG.
October 2.

From Mrs L. B. Harvey

Sir, Where is the sympathy for the widow and children of PC Sidney Miles — a family man doing his duty to protect the public from law-breaking youngsters, one carrying a gun?

Yours faithfully,
BLYTH HARVEY,
68 Main Street,
Killearn, Glasgow.
October 2.

Serving the Church

From the Reverend E. M. T. Underhill

Sir, What a pity that his college principal (letter, October 1) tries to suppress Michael Windridge's spirited, perceptive and important suggestion (letter, September 24) that industry and commerce be invited to "sponsor" men in the parochial ministry.

Every parish would like its own minister, one or more. But not every parish, even with all its congregation giving properly and realistically, could finance an incumbent.

So let us have sponsorship — from industry, trusts, estates, private in-

dividuals and from large suburban congregations — to get back again as quickly as possible to the position where we have "an educated parson in every parish". With good will this is perfectly possible.

Sponsors would need the patronage of the livings; and this would be no bad thing, for it would get the Church out of the stranglehold of diocesan and episcopal power-structure that is killing it more certainly than lack of money.

Yours faithfully,
EDWARD UNDERHILL,
St George's Vicarage,
327 Durham Road,
Gateshead, Tyne and Wear.

All in a name

From Mr D. L. Crosby

Sir, "What shall we call you?" is the question now put to many of those who have the misfortune to need admission to hospital. It is well intentioned and aims to soften the stress of a strange environment at a vulnerable time.

However, there are sensitivities at stake, and subtleties that are not addressed by a simple question. Though there are many who may prefer to retain the intimacy of nicknames, forenames or Christian names until closer relationships are established, they may fear to sound stand-offish when requesting a more civil form of address such as Mr, Mrs or Ms.

Also, it may be all very well to be known in some familiar way by certain

people, but one may not wish this to apply to all and sundry. Furthermore, calling patients by familiar names may understandably imply that patients address their doctors and nurses in similar fashion, and not all hospital staff favour this.

My own preference is to address all adult patients in the conventional and civil manner unless they specifically request otherwise — a request which I may prefer to decline. Indeed, I believe that forms of address between adults should always be formal until negotiated otherwise. As far as I am aware, no survey of public opinion on this matter has been undertaken.

Yours faithfully,
DAVID CROSBY
(Consultant surgeon),
University Hospital of Wales,
Heath Park, Cardiff.

From Dr Anthony G. Freeman

Sir, Professor R. V. Jones (October 2) refers to the serious V2 attack on the city of Antwerp.

On the afternoon of December 16, 1944, when Antwerp was a leave centre for Allied forces serving in Holland and Germany, a dental officer and myself, an army doctor, having queued unsuccessfully outside the Rex cinema in the centre of the city, crossed a wide boulevard to the Ensa cinema opposite. During the film *Gaslight* there was an almighty explosion.

The Rex had received a direct hit from a V2. Dead and injured were lying in the road: 567 persons were killed, 296 of them Allied personnel, and 271 were seriously injured.

From October 7, 1944, to March 30, 1945, 2,448 V1s and 1,621 V2s fell on the Greater Antwerp area of 391 square miles. Civilian casualties totalled 3,515 dead and 5,824 seriously injured; Allied casualties were 714 killed and 1,169 injured, according to official figures.

I have always felt that the press has failed to give sufficient recognition to the fact that flying bomb and rocket attacks were not confined to Britain.

Yours faithfully,
ANTHONY G. FREEMAN,
Meadow Rise, 3 Lakeside,
Swindon, Wiltshire.

'Folly' to revise history syllabus

From the President and the Deputy President of the Historical Association

Sir, Our council, meeting today, was surprised and dismayed to read your editorial, "And all that" (October 3), about the prime minister's comments on history in schools.

The National Curriculum in history, which is being phased in over a five-year period, emerged from an intense and considered nationwide debate. On March 2 this year, the prime minister's office assured the Historical Association that, in the view of Mr Major, the statutory order "restores history's rightful place as a separate subject in the school curriculum... and places a proper emphasis on knowledge and content".

We have yet to receive the findings of Her Majesty's Inspectors about the first year of the implementation of National Curriculum history, but the evidence coming through to us from our teacher members and our recent national education conference is positive. There appears to be widespread confidence that more and better history is now being taught, and learned.

Schools and publishers have invested massive amounts of time and money in preparing the new courses. A full review will certainly be necessary at some later point, but this would be far more appropriate in three to five years' time, when governors, parents, teachers and national advisory bodies will have far more substantial evidence upon which to base a sound judgment.

To consider any major revision now, on the basis of the ill-informed generalisations cited in your leader, would be folly. Such premature upheaval would seem to denigrate the professionalism of our historical teaching profession, and would be thoroughly damaging to the pupils in our schools.

Yours faithfully,
MICHAEL BIDDISS
(President),
MARTIN ROBERTS
(Deputy President),
The Historical Association,
59a Kensington Park Road, SE11.
October 3.

Ratifying Maastricht

From Mr Michael Colvin, MP for
Romsey and Waterside (Conservative)

Sir, Now that we are out of the ERM and may well stay out for more than a year, the Euro-sceptics' objection to ratification of the Maastricht treaty — namely, the inevitable progression towards a single currency and therefore a federal Europe — is removed.

So the way is open to ratify Maastricht, thus securing Mr Major's achievements for Britain in the treaty and winning the co-operation of our partners in the EC for reform of the rules governing the ERM to make Britain's membership more practicable.

The prime minister should now promise that sterling will not go back into a European monetary system unless the conditions are more favourable for Britain. This promise would reassure doubters in Parliament, ensure the bill's progress in Parliament and encourage the Danes to say "yes".

Yours etc,
MICHAEL COLVIN (Chairman,
Conservative Foreign and
Commonwealth Affairs Committee),
House of Commons.
October 5.

Foreign aid reduction

From the Reverend Vernon White

Sir, Your report (September 28) that foreign aid may be cut by 10 to 15 per cent is profoundly disturbing. We should give more, not less.

It is always possible to offer sophisticated utilitarian arguments against aid ("large amounts of money risked to benefit relatively few, who may still suffer in the long term... etc"). But we should not be seduced by such arguments. Desperate situations require risk. And better to help a few than none.

Nor should we underestimate the "symbolic" power of aid: it signals that the suffering people of the world matter and so helps keep their plight high on our agenda.

If the arguments are cruder ("Why help others when we need all our resources for ourselves?"), then a crude analogy will have to suffice: would you really use up all your medicine to cure your own child's cold when the child next door was dying of pneumonia?

Yours faithfully,
VERNON WHITE,
The Rectory,
Holmby St Mary,
Dorking, Surrey.

Shattered

From Mr R. H. Wright

Sir, Recent junk-mail brought me an advertisement for electric light bulbs with bullet-proof glass. Can this, I wonder, really be the outcome of consumer research in our peaceful neighbourhood, or was it but a shot in the dark?

Yours faithfully,
R. H. WRIGHT,
51 Mill Street,
Warwick.

COURT CIRCULAR

BALMORAL CASTLE

October 7: The Duke of Edinburgh this morning attended the Inauguration Ceremony of the Birkhall Steam Engine at the Grampian Transport Museum, Alford.

His Royal Highness was received on arrival by Her Majesty's Lord-Lieutenant for Aberdeenshire (Captain Colin Farquharson of Whitehouse).

KENSINGTON PALACE
October 7: The Princess of Wales today visited Mid-Glamorgan and was received by Her Majesty's Lord-Lieutenant for Mid-Glamorgan (Mr Murray McLaggan).

Her Royal Highness this morning opened Kevin Ryan Court, Heal S.O. Davies, Georgetown, Merthyr Tydfil.

The Princess of Wales subsequently opened y Bwthyn, Pontypridd, the Continuing Care Centre for the terminally ill.

Finally, Her Royal Highness, Patron, the Trust for Sick Children in Wales, opened the Children's Centre at East Glamorgan District Hospital.

Captain Edward Musso, RM, was in attendance.

KENSINGTON PALACE
October 7: The Princess Royal,

Chancellor, University of London, this morning inaugurated the Convent Supercomputing Service at the University of London Computer Centre, 20 Gower Street, London WC1.

Her Royal Highness afterwards attended a Lunch for GAP - International Projects for Youth Exchange at the House of Lords.

The Princess Royal, Patron, British Executive Service Overseas, this afternoon attended the Annual General Meeting at the Department of Trade and Industry Conference Hall, London SW1.

Mrs Malcolm Innes was in attendance.

KENSINGTON PALACE
October 7: The Duchess of Gloucester, Patron, National Asthma Campaign, this afternoon met Branch Members and Volunteers at the Campaign's Headquarters at Providence Place, London N1. In the evening Her Royal Highness, Patron, the Foundation for the Study of Infant Deaths, (Cot Death Research and Support) opened the First Infant National Cot Death Bazaar at the Commonwealth Institute, London W8.

Mrs Euan McCorquodale was in attendance.

Birthdays today

The Marquess of Anglesey, 70; Miss Betty Boothroyd, MP, Speaker of the House of Commons, 63; Viscount Caledon, 70; Professor Garth Chapman, zoologist, 75; Sir Nicholas Cheetham, diplomat, 82; Professor Sir Alastair Currie, pathologist, 71; Lady Dalrymple-Champneys, biographer, 90; Sir Geoffrey de Grey, Clerk to the Privy Council, 61; Professor M.E. de Warden, nephrologist, 77; Sir Edward Eveleigh, former Lord Justice of Appeal, 75; Viscount Esmouth, 52; His Honour Edgar Fay, QC, 84; Sir Michael Fox, former Lord Justice of Appeal, 71; Mr Brandon Gough, chairman and joint senior partner, Coopers and Lybrand, 85; Mr Milner Gray, founder partner, Design Research Unit, 93; Mr John Handman, former chairman, Aida, 53; Professor Sir Richard Harrison, anaesthetist, 74; Sir Geoffrey Jellicoe, architect, 92; Mr Alasdair Milne, former director-general, BBC, 62; Dr Oscar Milstein, biochemist, 65; Sir Mark Oliphant, former governor, South Australia, 91; Dame Marie Park, director, Royal Ballet School, 55; the Very Rev. M.J. Paterson, former Moderator of the General Assembly of the Church of Scotland, 70; the Hon Sir Peter Ramsbottom, diplomat, 73; Mr Ray Reardon, snooker player, 60; Lord Romney, 45; M Albert Ross, chef and restaurateur, 57; Sir Robert Selous, architect, 70; British Steel, 71; Sir Reginald Sholl, legal consultant, 90; Mr D.R.W. Silk, former warden, Redley College, 61; Mr Godfrey Talbot, broadcaster, 84; Mr Peter Wood, director, 64.

Lord Woolf

Sir Harry Kenneth Woolf, a Lord Justice of Appeal, to be a Lord of Appeal in Ordinary. The life barony conferred upon him has been gazetted by the name, style and title of Baron Woolf, of Barnes in the London Borough of Richmond.

Today's royal engagements

The Princess of Wales, as President of the Royal Marsden Hospital, will open the new clinical block at the hospital, SW3, at 10.30.

The Duke of York will attend a cartoon exhibition and auction at the Mall Galleries at 7.15 in aid of CARE.

The Princess Royal, as President of the King for the Disabled Association, will attend a meeting at Saddlers' Hall at 10.30; and will deliver the Woodbridge memorial lecture at the British Veterinary Association 1992 Congress, International Conference and Exhibition Centre, Harrogate, at 3.45.

The Duchess of Gloucester will attend a gala performance of *Othello* given by the Shakespeare Globe Trust at the Curzon Cinema, Shaftesbury Avenue, at 7.30.

Library faces budget cut

London University is proposing to cut funding to the Wiltshire Institute, one of the most extensive art libraries in the world (John Shaw writes).

The archive is part of the Courtauld Institute of Art and contains 1.6 million photographs of paintings based on the original collection of 400,000 images donated by Sir Robert Wilt in 1944.

The university feels it is catering for needs outside immediate academic requirements and has already cut £100,000 off the budget this year for the Wilt and the Courtauld library, a companion photographic collection of architecture, sculpture and manuscripts.

John Sunderland, the Wilt Institute's director, said: "There is a threat to cut in future years." He said that the friends of the Courtauld Institute provided £50,000 a year but that would be insufficient if the university decided on further budget cuts.

A university spokeswoman said that talks were being held with the Courtauld Institute to produce proposals for cost reductions.



First night: Sam Wanamaker, the director overseeing the re-creation of Shakespeare's Globe theatre in south London, embraces Suzanne Cloutier, who played Desdemona in Orson Welles's *Othello*. The film opens at the Curzon West End cinema tonight with proceeds going to the theatre

Latest wills

Lady Gillian Mary Cadbury, of Knowle, Solihull, West Midlands, left estate valued at £452,253 net. She left £5,000 to St Giles' Church, Packwood, and £3,000 each "to a charity for mental health such as Mencap" and "to a charity for cancer such as the Macmillan Nurses".

Sir Harold John Musker, of Thorndon, Norfolk, former chairman of the City bill-

broking firm of Cater & Co and a racehorse owner and breeder, left estate valued at £2,703,023 net.

He left £5,000 to benefit St Andrew's Church, Brethrenham, for the upkeep of the fabric and graveyard.

Sir James Fraser Stirling, of London, NW3, the architect, who died in intestate, left estate valued at £312,086 net.

Other estates include: (net, before tax paid):
Mr Victor Edward Moore, of Oadby, Leics., £520,247
Mrs Margaret Alice Rawlinson, of Bolton le Sands, Lancs., £1,657,824
Mr Harold George Salter, of Hayes, northwest London, £236,019
Dorothy Margaret St George, of Grete, Ludlow, Salop, £833,493

Building threatens river birdlife

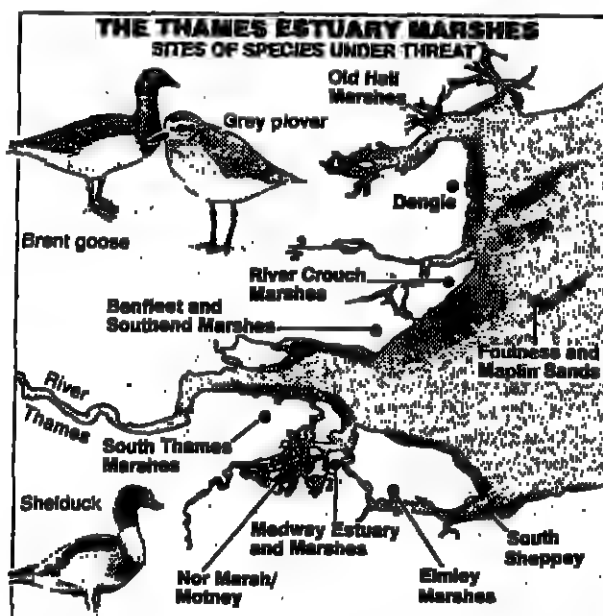
By JOHN YOUNG

A CO-ORDINATED strategy to ensure that the complex of marshes and estuaries east of London is protected from damaging development is called for in a report published today by the Royal Society for the Protection of Birds.

The area designated by the society as the Greater Thames supports hundreds of thousands of wildfowl and waders, and is described in the report as one of the unsung wonders of the natural world. It includes the estuaries of seven rivers, the Thames, Roach, Crouch, Blackwater, Colne, Medway and Swale, and contains nearly 50,000 hectares of mudflats, saltmarshes and grazing.

In winter the area is home to nearly 300,000 waterbirds, including large numbers of dark-bellied Brent geese, redshanks, grey plovers and black-tailed godwits. Hundreds of thousands more migratory birds use it as a stopover to rest and feed on their way south to Africa.

Among the main threats are new transport developments, notably the Channel tunnel



rail link which is scheduled to cross the North Kent and Rainham marshes en route to east London; the diversion and upgrading of the A13 London-Southern road, and a new road crossing of the lower Thames. Already some 800 hectares of sites of special scientific interest (SSSIs) are

under direct threat, and developments associated with the so-called East Thames Corridor, aimed at revitalising run-down industrial areas, would involve further serious losses.

□ *Times for a Greater Thames* (RSPB, The Lodge, Sandy, Bedfordshire SG19 2DL; £5)

Luncheons

English-Speaking Union
Mr David Thorp, Director-General of the English-Speaking Union of the Commonwealth, and Mrs Valerie Mitchell, deputy director-general, received the guests at a luncheon held yesterday at Dartmouth House.

Mr Thorp presided. General Sir Peter de la Billière was the guest speaker and Mr Frank Noah, governor, also spoke.

Lord Charles of Ainslie
The Princess Royal attended a fundraising luncheon held yesterday at the House of Lords to mark the 20th anniversary of GAP - International Project for Youth Exchange.

Lord Charles of Ainslie, Minister for Urban Policy at the Scottish Office, was host at a reception held last night in Edinburgh Castle to mark the OECD seminar.

British Safety Council
Mr Clive Soley, MP, was host at a reception held yesterday at the House of Commons for the British Safety Council's presentation of Five-Star Health and Safety Management Awards.

Advocates in private practice who hold rights of audience in the High Court or the Crown Court and who wish to be considered for appointment as Queen's Counsel are reminded that the closing date for applications is Friday, October 16.

Application forms may be obtained from Room S2/02, Lord Chancellor's Department, House of Lords, London SW1A 0PW (tel 071-219 5918 or 071-219 5288).

Latimer Upper School

A dinner was held at Latimer Upper School, W6, on Tuesday, October 6, following the annual prize giving ceremony. Among those present were the Headmaster, Mr C. Digby, the Chairman of Governors, Dr J. Selman, CBE, and the guest of honour was Sir John Killick, GCMG.

Dinner

Royal Society of Medicine
Sir George Parker, President of the Royal Society of Medicine, and Lady Parker received the guests at a reception held last night at 1, Whitmore Street, Sir George presided at a dinner held afterwards and, with Mr Arthur Mahon, President of the Royal Society of Medicine, Foundation of New York, presented Dr Halima Maher with the Richard T. Hewitt.

Service dinner

42 (NW) Brigade
The Lord Lieutenant of Lancashire was the principal guest at the annual service dinner of 42 (NW) Brigade held last night at Fulwood Barracks, Preston.

Receptions

HM Government
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Application for appointment as QC

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Forthcoming marriages

Mr T.T.M. Agnew and Miss C.M. Bostock
The engagement is announced between Theodore, fifth son of Mr Stephen Agnew, of Oulton, Norfolk, and Miss Elizabeth Bostock, of Aylsham, Norfolk, and Clare, younger daughter of Mr and Mrs John Burton, of Hoxsey, Norfolk.

Mr M.J.S. Anderson-Wallace and Miss A.T. Bass
The engagement is announced between Murray, younger son of Mr and Mrs J. Wallace, of York, and Anne, youngest daughter of Sir Keith and Lady Ross, of Beaulieu, Hampshire.

Mr W.M.J. de Whiston and Miss A.S.A. Fern
The engagement is announced between William, younger son of Mr and Mrs M.G. de Whiston, of Stalbridge, Dorset, and Alex, only daughter of Mr and Mrs W.J.A. Fern, of Petworth, Sussex.

The Hon Christopher S. Gilmour and Miss M.C. Haynes
The engagement is announced between Christopher, son of Lord and Lady Gilmour of Craigtarrail, of The Ferry House, Isleworth, and Mardi, only daughter of Mr and Mrs J.L. Haynes, of Louisa Beach, Queensland, Australia.

Mr A.J. McDougall and Miss B.N. Talbot
The engagement is announced between Angus, eldest son of Mr and Mrs Duncan McDougall, of Ford, Midlothian, and Barbara, eldest daughter of M and Mrs Michel Talbot, of Mer, Loire-Cher, France.

Mr J.C.G. Macdonald and Miss M.R. Yates
The engagement is announced between James, son of Dr and Mrs John Macdonald, of Beazley, Glasgow, and Megan, daughter of Dr and Mrs Michael Yates, of London, SW1.

Mr J.E. Robson and Miss B.M. Rose
The engagement is announced between James, second son of Mr and Mrs Michael Robson, of Stevenage, Oxfordshire, and Bridget, youngest daughter of Mr and Mrs R.W. Rose, of Leamington, Warwickshire.

Mr D.G. Smyth and Miss M.C. McDonald
The engagement is announced between David, son of Dr and Mrs A.T. Smyth, of Hampton in Arden, West Midlands, and Claire, youngest daughter of Dr and Mrs D.G. McDonald, of Summerville, Berkshire.

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University news

Oxford
The following members have been admitted by Lord Jenkins of Hillhead to the Chancellor's Court of Benefactors:
Sir Anthony Cleeves; Dr Gertrude Fildes; Dr Stephen Flockhart; Sir Paul Gilmour; Mr Anthony Richards; Mr Peter Morris; Mrs Mags O'Brien; Dr Gail Roush; Mrs C. Glynis Rumbolt; Mr and Mrs Wade Saki and Mr George Sore.

Cambridge
To a official fellowship: Ignatius Keown.
To a Bye-Fellowship: David Sattell.

Coins to be sold
About 6,500 medieval coins, found in a field at Reigate, Surrey, are to be sold for an estimated £150,000 at Glendinning's, the coin auctioneers in London.

The coins were found in a field in about 1460, was found with a metal detector by Roger Minney, a coin enthusiast, in September 1990. They range in date from Edward I (1272-1307) to the closing years of the reign of Henry VI (1422-1461).

Telephone 071 481 4000

ANNOUNCEMENTS

Telefax 071 782 7827

The fair of the Lord is a feast of life offering comfort to the souls of the dead, and to the living who are strong and true in the face of death.

Proverbs 14:25-27

BIRTHS

ARNOLD - On October 3rd, at the Royal Cambridge, to a couple (Mrs and Mr) Arnold, a son, Liam Philip.

BLACK - On September 16th, at the West London Hospital, to a couple (Mrs and Mr) Black, a son, Liam Philip.

CALDER - On October 3rd, at the Royal Cambridge, to a couple (Mrs and Mr) Calder, a son, Liam Philip.

DERBYSHIRE - On October 2nd, at the Royal Cambridge, to a couple (Mrs and Mr) Derbyshire, a son, Liam Philip.

GOLDING - On October 2nd, at the Royal Cambridge, to a couple (Mrs and Mr) Golding, a son, Liam Philip.

HEALY - On October 6th, at the Royal Cambridge, to a couple (Mrs and Mr) Healy, a son, Liam Philip.

JACKSON - On October 2nd, at the Royal Cambridge, to a couple (Mrs and Mr) Jackson, a son, Liam Philip.

MENZIES - On October 2nd, at the Royal Cambridge, to a couple (Mrs and Mr) Menzies, a son, Liam Philip.

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WILLIS - On October 4th, at the Royal Cambridge, to a couple (Mrs and Mr) Willis, a son, Liam Philip.

DEATHS

BRITTON - On October 7th, at the Royal Cambridge, to a couple (Mrs and Mr) Britton, a son, Liam Philip.

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CALDER - On October 3rd, at the Royal Cambridge, to a couple (Mrs and Mr) Calder, a son, Liam Philip.

DERBYSHIRE - On October 2nd, at the Royal Cambridge, to a couple (Mrs and Mr) Derbyshire, a son, Liam Philip.

GOLDING - On October 2nd, at the Royal Cambridge

OBITUARIES

DENHOLM ELLIOTT

Denholm Elliott, stage and screen actor, died of tuberculosis aggravated by the HIV virus at his home in Ibiza on October 6 aged 70. He was born in London on May 31, 1922.

ONLY occasionally did Denholm Elliott command top billing either in the theatre or on film, but he regularly stole the show. As he grew older he took pride in being a masterly supporting actor on screen, totally relaxed and confident inside his character, which more often than not had an element of the seedy or the guilty — and sometimes both. When he played the boozing journalist in *Defence of the Realm* (1986) it was almost possible to smell the whisky coming off him. In Alan Bennett's *A Private Function*, a couple of years earlier he personified all that was corrupt and greedy in post-war Britain.

Denholm Elliott made the best use of his face, which quite early on became lined. He once described it himself as having a "ravaged look" — "lived-in" might have been a better expression. It could have been used for many characters from Graham Greene, although it rarely was. Elliott played the police inspector in *The Heart of the Matter* and in a few short stories adapted for television, but otherwise his only major role was in *The Return of A. J. Raffles*, a play which did not provide one of the RSC's better nights at the Aldwych. Elliott, though, always did have a good line in gentlemen's cad.

The turning point in his film career was probably *Alfie* in 1966, in which he played a back street abortionist. The strength of this performance when Elliott was in his mid forties — often a difficult age for an actor — anchored him amidst the dirty mac brigade. Thereafter, when the script called for someone with a few guilty secrets, a bit dishevelled, somewhat down on his luck then the casting director was apt to say "Send for Denholm".

He, too, a few years earlier had been down his luck, drinking heavily and trying to piece together his career again. At one point, after successes in the verse plays of Fry and Eliot, he had been seen as a probable "gentleman actor" in the Old Vic tradi-



tion. It did not work out that way. He had a dismal time at Stratford-on-Avon, professionally and privately, complaining that pub conversation there tended to revolve around alternative interpretations of Malvolio in Act III. H. M. Tennent, the ruling West End manager of the day, appeared little interested in him and the new pack of kitchen-sink actors, performing in a rather different style, were snapping at his heels.

In the cinema things were hardly better: early in Elliott's career Korda had put him on a handsome 15-year contract at £5,000 p.a. and then made little use of him. Denholm Elliott needed *Alfie*, which helped him establish a corner in the roles he was to play best: characters with a glass in the hand, a strand of lank hair hanging over the right eye-brow and a few nasty secrets lurking somewhere. Possibly a touch of rebellion, too.

There was more than a streak of rebelliousness in Elliott's character, much of which stemmed from his unhappy childhood. His family was upper-middle class, but his father, a KC, was murdered by terrorists in Pal-

estine. He disliked his time at Malvern College and had a few sharp things to say when the school was foolish enough to invite him back for prize-giving day. He was sufficiently disturbed to become a kleptomaniac before trying his hand as an actor at RADA — surprisingly, a recommended therapy then. Even there, reports on Elliott were not good. Wartime service in the RAF might have come as a relief — he was a gunner in Group Captain Leonard Cheshire's squadron — had he not been shot down over the Baltic and forced to spend three years as a POW in Silesia.

Confinement at least gave him a chance to prove that he could act. He set up a company drawn from his fellow prisoners and took a number of leading roles himself, ranging from Eliza Doolittle to Macbeth.

After release Denholm Elliott had no doubts about his future. In his RAF uniform he auditioned for the Amersham repertory company and was engaged on the spot. His still boyish good looks won him a part in *The Guinea Pig* (1946) as a prefect and then he attracted the eye of Laurence

Olivier, who was due to play the amorous Duke in Christopher Fry's *Venus Observed* at the St James's. Olivier teasingly told Elliott that he was really "not quite aristocratic enough" for the role of the Duke's son, but engaged him nonetheless. The two actors were to remain great friends.

More Fry followed: this time an Anouilh adaptation, *Ring Round the Moon*, in which Denholm Elliott took over the Paul Scofield double role on Broadway. He began to be associated with "serious drama". There was T. S. Eliot's *The Confidential Clerk* (1954) and immediately afterwards an involvement with the avant-garde seasons Peter Hall put on, first at the Arts and then at the Phoenix. Elliott impressed in *South by Julian Green*, an early theatrical foray into homosexuality, and had one of his few really jolly roles as Kilroy in Tennessee Williams's experimental *Camino Real*, directed by Hall.

This work was dovetailed with considerably less demanding, but financially much more rewarding screen appearances. His debut was in a forgotten film, *Dear Mr*

Prohack, based on Arnold Bennett. But *The Sound Barrier* and a recommendation from David Lean brought him the Alexander Korda contract. On the set of *The Cruel Sea* he met his first wife, Virginia McKenna, although the marriage was to last only three years.

Towards the end of the 1950s the Elliott career began to run out of steam and when the work offers did not come in he drank heavily. A season at Stratford in 1960 brought little acclaim and some dull roles. Most of Elliott's appearances in classical drama were to be in America, where he flirted briefly with Lee Strasberg's Actors Studio. It is the West End's loss that he was hardly ever seen there in glossy revivals of Chekhov and Ibsen, two playwrights made for him, although there was a mighty impressive Judge Brack (*Hedda Gabler*) at the Royal Court. And it was his loss that he himself never became a star or a true box-office draw, which was within his potential. He admitted that he was not very good at pushing others, including some of lesser talent, out of the way. He tended to be some-

what dismissive and cynical about himself, especially when talking with fellow actors at the Garrick bar.

His career was retrieved through the cinema. Clive Donner's *Nothing But the Best* (1964), with a Frederic Raphael script, led the way back in giving Elliott a meaty role. *King Rat* took him to Hollywood and proved his exceptional ability to play the flawed and even corrupt. And then came *Alfie* to put the stamp on the new Elliott career. Thereafter he became the regular scene-stealer, which earned him the much-quoted show business quip "Never act with children, animals or Denholm Elliott". He specialised, both in the cinema and on television, in tipplers with a kind of dissipated charm and a few guilty secrets. Once when asked how he chose his scripts, Denholm Elliott replied that he opened them midway through and if he found a few characters he would not mind having a drink with in a pub then he went back to the beginning.

Denholm Elliott's re-won success, which included a useful partnership with Dennis Paster (*Blade on the Water*, *Brimstone and Treacle*) and quantities of other roles on TV, meant that his appearances on stage became fewer. Peter Nichols's *Cheer Nobs*, about the tribulations of the English middle class in the Dordogne, at the Globe gave him a chance again to shine in comedy. His last West End play was David Mamet's *A Life in the Theatre* (Haymarket) three years ago.

Denholm Elliott could be difficult. He had fits of depression and periods of elation when he would roar off in full gear on his motorbike across Europe. In a flamboyant profession he was a man who usually preferred to sit on the sidelines, glass of vodka in hand, observing others. He knew his own capabilities and knew, perhaps too that he lacked the willpower to realise all of them. He used his voice, he used his face, especially that seen-it-all-before expression that transferred so well to screen. In the past decade the British cinema has not been exactly strong but Denholm Elliott appeared in a high proportion of its best films.

He is survived by his second wife, Susan, to whom he had been married 30 years, a son and a daughter.

APPRECIATIONS

William Douglas Home



YOUR obituary of William Douglas Home (September 30) concentrated on his theatrical activities in the English-speaking world. However, I would like to bring to your readers' attention the importance of his career in France where his comedies are constantly performed as classics. In my research activities at the Sorbonne I studied the profound Englishness of his brilliant humour which we French people like and appreciate so much. We consider him, as American scholars do, to be the "king of light comedy" in England in the second half of the twentieth century.

At this moment his play *Le Canard à l'orange* (*The Secretary Bird*) is being performed in Paris at the Theatre Dauno with Michel Roux and Yolande Folliot, the Charles Baret Company is currently touring *Ne Coupez pas mes arbres* (*Lloyd George Knew My Father*) with Danielle Darrieux and Jacques Dufré before coming to Paris, and the Parisian theatre managers Myriam de Colombi has programmed *Le Cormoran* (*The Kingfisher*) in the coming months.

William Douglas Home is also particularly dear to all French people for his action during the war when he so generously sacrificed himself and his reputation to try and save thousands of useless civilian deaths in the bombardment of Le Havre.

Professor Hélène Cusani

MAY I add to your obituary of William Douglas Home an example of his gentle wit?

Some years after the second world war I found myself at a banquet in Paris sitting next to the then Mayor of Le Havre.

I recalled to him the drama of William Douglas Home's refusal to fire his guns at Le Havre, for which he was court-martialled and imprisoned.

The Mayor was keenly interested, and asked how he could get into touch with William.

I told him how, but next morning I thought I had been indiscreet, and so I wrote to William apologising for having breached his privacy.

I had a charming letter back from him saying that I had nothing to apologise for as that he did not mind at all.

The letter ended, "I would be glad to meet the Mayor, yours ever, William Douglas Home. PS Do you think he will ask me to shoot?"

Sir Anthony Kershaw

Mohammed Hidayatullah



IN YOUR excellent obituary of Mohammed Hidayatullah (September 26), former vice president and Chief Justice of India, you mentioned his autobiography, *My Own Boswell*, which as you say is sprinkled with wit.

However, we should also remember that he was a great master of English literature, a keen Anglophile and, in his five volumes of collected speeches and writings, he showed a wide interest in our literature as well as in our system of justice and our constitution.

He was indeed a most

remarkable man, to whom our country as well as India, owed a great deal.

Lord Renton

William Barrett

WILLIAM Barrett (obituary, October 5) was an inspiring lecturer. During his period at New York University, Washington Square College, when I was a student, he taught the Philosophy of Literature and showed how great novelists and poets were the precursors of philosophic movements. Semesters were devoted to T. S. Eliot and James Joyce. One

afternoon in spring, much to our pleasure, he strutted on to the lecturer's platform, declaiming without the text, "April is the cruellest month..." He also taught that philosophy was largely dependent on human temperaments and, therefore, that all philosophies were "true".

Those in his classes will always remember a tall confident man who made philosophy come alive for them.

Rabbi Dr Sidney Brichko

PROFESSOR ARCHIBALD DUNCAN

Professor Archibald Sutherland Duncan, former executive dean of the faculty of medicine and professor of medical education in the University of Edinburgh, died in Edinburgh on October 1 aged 78. He was born in Darjeeling, where his father was a Church of Scotland missionary, on July 17, 1914.

ARCHIE Duncan was nationally and internationally respected for his contributions to medicine, medical education and medical ethics. He was executive dean of medicine in Edinburgh (1966-76) and professor of obstetrics and gynaecology in the University of Wales (1953-66).

He was educated at Merchiston Castle School and Edinburgh University where he graduated in medicine in 1936. In 1939 he became a fellow of the Royal College of Surgeons of Edinburgh and subsequently a fellow of the Royal College of Obstetricians and Gynaecologists and of the Royal College of Physicians of Edinburgh.

After junior hospital ap-

pointments he served (1941-45) in the Royal Navy as a surgical specialist and was awarded the DSC.

On demobilisation he embarked on a career in obstetrics and gynaecology. He was successively lecturer/part-time consultant in Aberdeen (1946-50), senior lecturer in Edinburgh (1950-53) and professor in the Welsh National School of Medicine, a post that he held with great distinction for 13 years.

Archie Duncan was the first executive dean of medicine in Edinburgh and from his appointment in 1966 his distinguished contributions established the "gold standard" against which similar appointments elsewhere were judged. The role of an administrator in a medical school is not a particularly easy one, but with his charm and gifts of diplomacy, tact and persuasion, Duncan established excellent relationships and successfully dealt with colleagues — and students — in the faculty of medicine, and with those in the central administration of the university, the health authorities at local and national levels, the Medical Research Council

and other national bodies. He did his homework, and always made forceful, but courteous presentations of whatever case he was supporting — and produced well-reasoned arguments against any proposal which he regarded as unfair or unreasonable.

His personal "pending" file consisted of postcards which he carried in his pocket and the appropriate one was extracted and used as a memory-jogger when he had a planned or chance encounter with a colleague. It was pleasant to discuss problems with him — he was a good listener and wise counsellor and always seemed to have time, even under extreme pressure of work, to spend with those who sought his help and advice.

Duncan played a significant role in the central, as distinct from the faculty, organisation of the university, and his outstanding contribution was recognised by the conferment on him of the honorary degree of Doctor of Medicine in 1984.

He served in many capacities, including: honorary president of the British Medical Students Association; member of the Clinical Research Board

of the Medical Research Council; member of the General Medical Council and as associate editor of the *British Journal of Medical Education*.

After "retiring" in 1976 he contributed in a number of fields: as consultant editor of the *Journal of Medical Ethics* and joint editor of the *Dictionary of Medical Ethics*; as vice-chairman of the Lothian Health Board; as a member of the Edinburgh University Court and as chairman of the Scottish Council on Disability. He carried out a personal enquiry into measures of quality assurance in medical care in the UK, US and Europe for the Nuffield Provincial Hospitals Trust and was a short-term WHO consultant in the Western Pacific.

During recent years, Duncan suffered from failing health, but continued to take an active interest in medical and university affairs, and maintained contact with those with whom he had formed enduring relationships.

Archie Duncan is survived by his wife, Barbara Holliday, whom he married in 1939 and who contributed much to a very special partnership.



Anniversaries

BIRTHS: Heinrich Schütz, composer, Köstritz, Germany, 1585; John Hoadly, poet and dramatist, London, 1711; John Cowper Powys, novelist, Shirley, Derbyshire, 1872; Eddie Rickenbacker, American fighter pilot in World War I, Columbus, Ohio, 1890; Ellen Wilkinson, trades unionist and politician, Manchester, 1891; Juan Perón, President of Argentina 1946-55 and 1973-74, Buenos Aires, 1895.

DEATHS: Cola di Rienzi, revolutionary, Rome, 1354; Henry Fielding, novelist, Lisbon, 1754; Pierre Fournier, engraver and type founder, Paris, 1768; Vittorio Alfieri, poet, Florence, 1803; Franklin Pierce, 14th American President 1853-57, Concord, New Hampshire, 1869; Sir John Monash, engineer and general, Melbourne, 1931; Kathleen Ferrier, contralto, London, 1953; Clement Attlee, 1st Earl Attlee, prime minister 1945-51, London, 1967.

Islam builds a future from past

By MARCUS BINNEY, ARCHITECTURE CORRESPONDENT

THE world of architecture offers many prizes but none have proved so discerning and interesting as the Aga Khan awards for Islamic architecture. The 1992 awards, presented in Samarkand last month by the Aga Khan, are remarkable for highlighting humble examples of self-help as well as ambitious public buildings and restorations.

Nine projects share the \$500,000 award. In Tunisia an Association de Sauvegarde in Kairouan has restored ramparts mosques and mausoleums and forces the repair of all streets squares and private houses in the Medina. New uses include a school for deaf children, offices and craft centres.

In Istanbul a National Palaces Trust has opened the palaces of the Ottoman sultans, nationalised under Atatürk, to the public. These include Dolmabahçe, a Victorian extravaganza of 1856 and an early eighteenth century royal pavilion in a garden overlooking the Golden Horn.

In Indonesia a writer and former Catholic priest have transformed a squatter settlement at Yogyakarta slated for clearance with traditional still structures in brightly coloured local materials.

In Syria the three Muhanna brothers (two architects and an engineer) have created an alternative to modern cement block construction reviving local arch and vault forms for new schools.

While much of Turkey's Mediterranean coast has suffered from uncontrolled development, at Bodrum the architect Turgut Cansever has created a holiday village of simple well proportioned stone villas custom-built for Turkish families.

Most ambitious is the Pan-African Institute in Burkina Faso in West Africa, built entirely of stabilised mud brick with decorative patterning and arch vaulting that could pass for a work of John Oram. Other prize winning projects are in Egypt, Jordan and India. This is the fifth cycle of the tri-annual awards.

Piers Rodgers, secretary of the Royal Academy who acted as an assessor for an earlier cycle of the awards, said: "It is the most professionally run prize I have ever encountered. Every contender is assessed both for architectural merit and for usefulness to the community. Buildings must have been handed over at least two years before so any shortcomings would be apparent."

Germans rediscover their history from air

By NORMAN HAMMOND

THE new freedom to fly over what was East Germany has led to the discovery of hundreds of previously unknown archaeological sites.

According to James Pickering, one of Britain's leading aerial archaeologists, there are many parallels between British sites and those in the former DDR, especially west of the Elbe between Magdeburg and Dresden.

Among the discoveries are a number of "henges", banked enclosures with the ditch inside the bank and thus not defensive in function. Dating mainly from the later neolithic around 3000-2000 BC in Britain, such enclosures are thought to have been foci of ritual activity.

Most of the recent discoveries have been made by Otto Braasch, of Schwäbisch

Gmünd, a former naval pilot who Mr Pickering calls "unquestionably the most successful aerial archaeologist ever". Herr Braasch's annual flying hours and photographic output are more than those of all Britain's airborne archaeologists put together. Mr Pickering says, although his techniques are basically those pioneered here in the 1930s.

Most of the newly photographed East German sites seem to be prehistoric, including avenues of post holes and largest sites of pits. Among the largest sites are oppida. Iron Age towns lying within extensive defensive earthworks. Similar sites are known in England at Wheathampstead, Hertfordshire, Stanwick in North Yorkshire and Colchester in Essex as the probable seats of pre-Roman rulers.

Oct 8 ON THIS DAY 1968

This was the Year of the Student when authority seemed to be in full retreat. At Oxford, the undergraduates were to be allowed to "entertain members of the opposite sex in their lodgings" later than 11 p.m.

Students' demands met by reforms

By Brian MacArthur Education Correspondent

Leaders of the National Union of Students won a triumph last night when university vice-chancellors put their signatures to an unprecedented joint statement outlining a national plan for university reforms.

The statement, issued on the eve of the new academic session, meets student demands for participation and representation on university governing bodies and for reforms in disciplinary procedures and methods of examining.

It also recognizes the new adult status of students, and says that universities and the role of students within them should be correspondingly "modified and modernized". One expected result is sweeping reforms of rules and regulations governing the lives of students.

The agreement, covering the 37 universities in England, Wales and Northern Ireland, follows negotiations during the summer between the NUS and the Committee of Vice-Chancellors on a declaration issued by the union in June demanding reforms in universities and colleges. A separate agreement is to be announced for the seven universities in Scotland.

In London last night, Dr D.G. Christopher, chairman of the Committee of Vice-Chancellors, described the agreement as an "architectural sketch" rather than a blueprint.

The agreement sets out students' views on curricula and

courses, methods of teaching, major organizational matters and issues concerning the planning and development of universities, should be taken into account.

Secondly, student participation should be provided for in disciplinary procedures, which should be consistent with principles of natural justice.

On the sore point of examinations, the statement says that methods of assessment should recognize the "very varied" abilities of students and should be acceptable to the public and employers.

The vice-chancellors join the NUS in welcoming the Government's decision to accept the Layton report's recommendation that the legal age of majority should be lowered to 18. The statement recognizes the change in responsibilities which universities have borne on student welfare and towards parents.

The NUS is negotiating an agreement on similar lines with the local education authority associations. It is expected to be concluded by next month at the latest.

Oxford proctors' bar lifted

The proctors at Oxford University have changed their rule forbidding undergraduates to entertain members of the opposite sex in their lodgings after 11 p.m. The deadline is now midnight, after which permission for entertaining must be obtained.

This is one of a number of changes in a new booklet on conduct and discipline.

Undergraduates can now live within six miles of the city centre, instead of three. The ban on car owners parking in the centre of the city has been lifted and the proctors instead appeal to undergraduates to help to prevent congestion by avoiding the area on weekdays.

Another rule which has disappeared is one forbidding the distribution of leaflets.

The memorandum gives full details of the appeal procedure against any punishment imposed by the proctors.

Lamont launches attack on spending

Continued from page 1

has been able to argue that the loss of the mark anchor for the pound and the resultant risk of higher inflation has made it even more important to hold down planned expenditure over the next three years. On existing plans, the government will have to borrow £32 billion next year. Most City analysts expect a much higher figure.

Peter Lilley, the social security secretary, yesterday refused to rule out a range of possible savings, including the abandonment of manifesto commitments to uprate pensions and child benefits in line with inflation and increases in national insurance rates.

John Patten, the education secretary, hinted at his contribution to the Whitehall economy drive by saying on BBC Radio 4 that he would save "scores of millions" by closing unpopular schools.

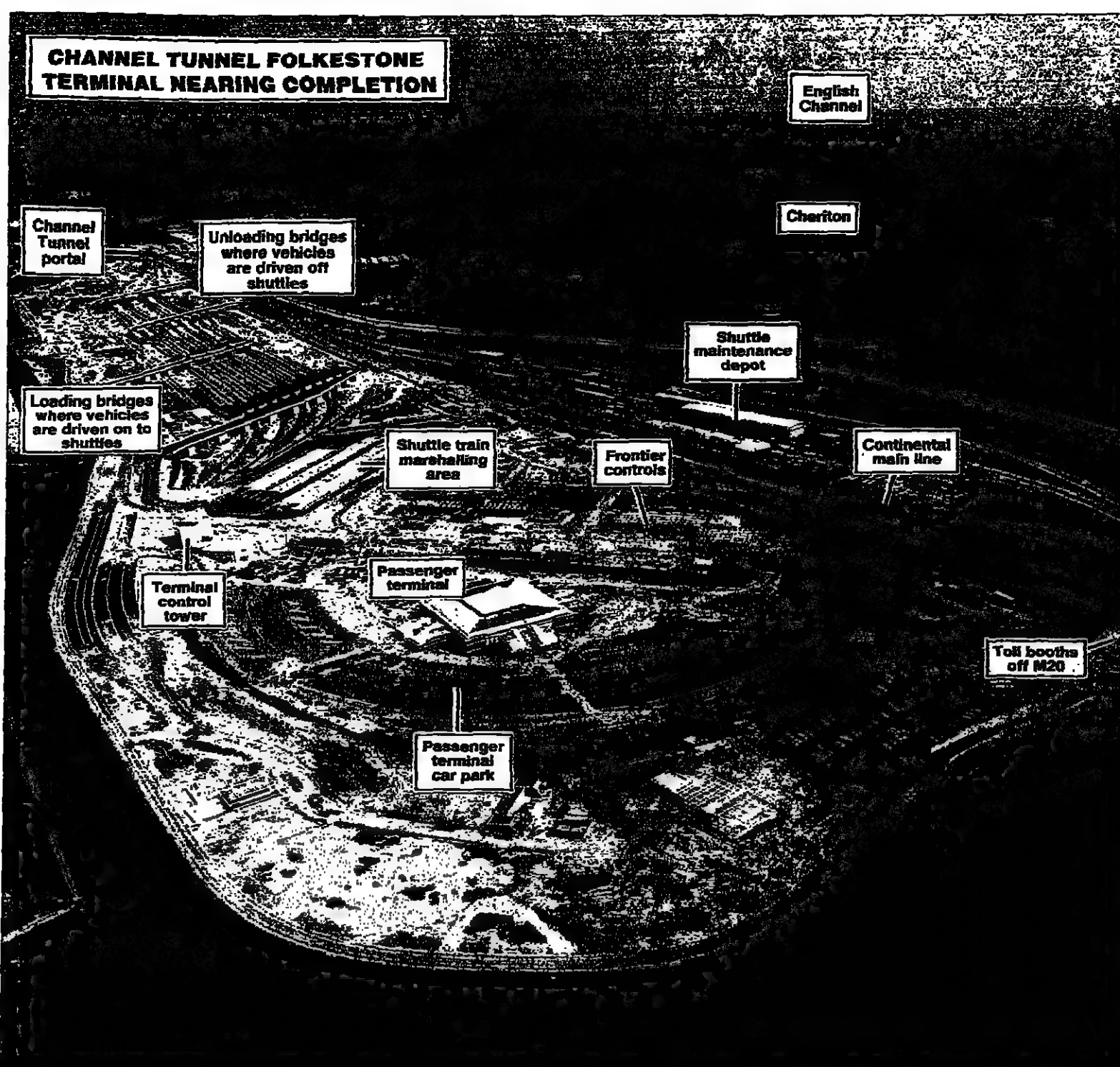
Michael Howard, the environment secretary, Virginia Bottomley, the health secretary, Malcolm Rifkind, the defence secretary, and John MacGregor, the transport secretary, have the toughest fights on their hands.

Mr Howard, who wants an extra £2 billion to ease the switch from the poll tax to the council tax next spring, is under pressure to make cuts in his housing and inner cities programmes. The price of Mrs Bottomley's extra £500 million for the community care reforms will be cutbacks in cash for health authority budgets.

Mr MacGregor admitted defeat yesterday in his efforts to protect the £4.5 billion a year road building programme. Planned bypasses will be delayed or scrapped. He is also fighting a last-ditch battle to save the Jubilee line extension in the face of an apparent reluctance by Mr Howard to commit himself to moving thousands of his civil servants to Docklands. Without this pledge, the bankers behind the project are refusing to release £180 million in today's prices as the private sector contribution to the scheme. Transport officials are to try to persuade the banks to go ahead without government help, estimated to be worth £60 million, but they are pessimistic about their chances.

The fate of the project could be decided at a meeting of ministers next week.

Sterling recovers, page 19



A trip to France under the sea

By MICHAEL DYNES, TRANSPORT CORRESPONDENT

IN SPITE of a second delay in the launch of Channel tunnel shuttle services until December next year, all main construction work on the British and French terminals has been completed.

Work has now begun on the 14 toll booths that will provide access to the 420-acre site on Kent. Having entered the terminal, motorists and hauliers will either proceed to the passenger terminal building, for duty free, bureau de change, shops and restaurants, or drive direct to British and French frontier controls.

From there, passengers will be directed to the marshalling

area where they will receive instructions from bilingual staff on which train to join. They will then drive through a side door, via the two loading bridges.

The journey through the 31-mile tunnel will take 35 minutes, during which passengers will be able to leave their cars to stretch their legs. There will not, however, be any on-board restaurant facilities or duty free services. Smoking will be prohibited and the rule will be enforced by closed-circuit television cameras and Euro-tunnel staff patrols.

Shuttles are planned to run every 15 minutes during peak periods, declining to a minimum of one an hour during the night, every day of the year.

Eurotunnel had originally planned to announce the cost of a Channel tunnel journey by next month. But building delays mean the fares will not now be known until the new year. Nonetheless, officials insist that shuttle prices will be competitive with those of the ferries.

A separate service for foot passengers will be provided by British, French and Belgian railways between London, Paris and Brussels, using the continental mainline which runs alongside the Eurotunnel terminal.

Shuttles are planned to run every 15 minutes during peak periods, declining to a minimum of one an hour during the night, every day of the year.

Patten's democracy lecture upsets China

Continued from page 1

idea. It is, for instance, an essential element in the pursuit of economic progress."

Mr Patten said that without an independent judiciary, enforcing laws democratically enacted, businesses would be vulnerable to arbitrary political decisions. "A sure recipe for a collapse in confidence and a powerful deterrent to investors from overseas."

Martin Lee, leader of the United Democrats, Hong Kong's biggest liberal party, criticised Mr Patten's proposals, saying that the legislative council's powers fell well short of those of western legisla-

tures. "You are beginning to have what could be described as a benign dictatorship," he said.

The colony's legislature allows only a limited element of directly elected seats. Most are filled by appointment or by elections from selected business and civic groups. Liberals argue, though, without producing evidence, that the surest way to keep the post-1997 government free of undue influence by China is to have a fully elected legislature.

Democracy plan, page 11
Chris Patten, page 14
Leading article, page 15

Conference sketch

Men who linger on the pulse

A conference has a pulse: and that pulse can be steadied — or quickened — by a speech. Many speeches try to quicken pulses but fail; many try, but fail to steady them. And there are some — a few — that succeed in one purpose or the other. But it is very rare to succeed in both. To calm and at the same time to excite within the compass of one oration is a singular achievement. To leave your audience both galvanised and comforted is a real triumph. Only Moses, and Michael Heseltine, can do this.

He did it yesterday. I arrived after he had started. I swear that representatives' nostrils were flared. Afterwards, people in the bar outside — quite ordinary people from Cleethorpes or Leamington Spa — were walking as if in a trance, the pupils of their eyes dilated like minor prophets who had seen a vision. Silently they exchanged the glances of a scouting troupe in the woods who together have just witnessed a comet. "How was it for you?" my *Guardian* colleague asked me.

Heseltine's was not the only speech of the day. There was Kenneth Clarke's. The home secretary had hoped to quicken pulses; but how far can you get with declarations like "community sentences will be the sort which have an effect?" We await a home secretary who dares promise community sentences which don't.

Mr Clarke tried to rouse himself to indignation during a passage on "the problems posed by new age travellers and ravers" but, puffed cheeks and shiny features emerging from a striped shirt strobing in the TV lights, plus the with psychodelic swirls.

Mr Clarke looked more like a middle-aged dad trying to be a raver, than their persecutor.

There followed a broadening passage on the bumblebee. No doubt this is as Mr Clarke told us, just a code name for some sort of police operation, but his testimony to renewed police efficiency, followed by his report of bumblebee arrests, struck the wrong note.

When law and order are concerned, grass-roots Tories have an unerring nose for a closet nice-guy. They

maybe all at sea over the money supply, the EC, or exchange-rate policy, but they can sniff out a law and order wimp at 50 paces. Their instinct is to destroy. Mr Clarke can punch the air all he pleases but, though he looks like a bruiser, he's actually a thinker, and representatives are not fooled. They don't want a thinker. He was rewarded with a crouching ovation.

Then there was Norman Tebbit, who spoke again yesterday at a hotel called the Old Ship, though that is not how some of the cabinet are pronouncing it. During the European debate on Tuesday, Tebbit had quickened the whole conference's pulse. But he had quickened the pulse as six pints of snakebite — the punks' favourite drink consisting of equal measures of bad lager and cheap cider. It makes for a quick rush of blood to the head, and a terrible taste in the mouth next morning. Yesterday there was a distinct sense of "Tebbit hang-over" in the air. Representatives remembered the howls and cheers of the night before, and were ashamed.

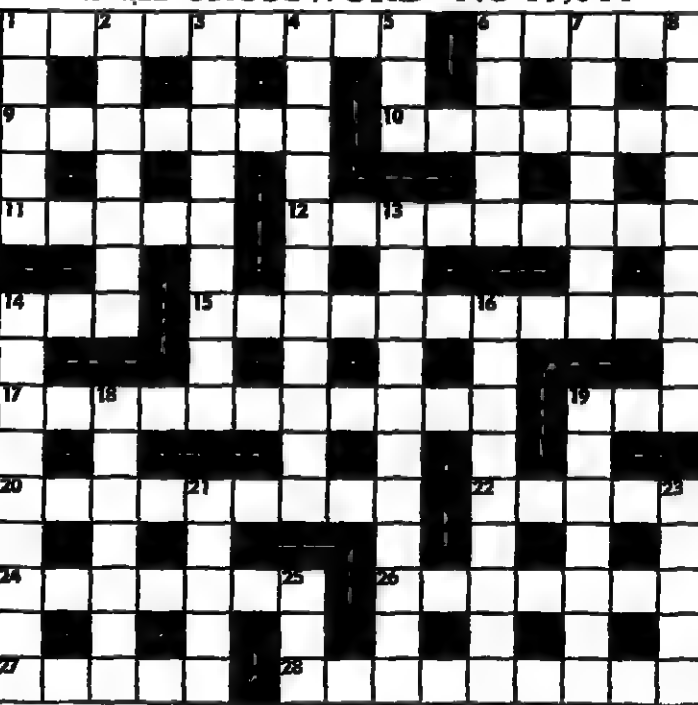
Oddly, that Tebbit speech has done Mr Major good. It has focused Euro-dissident into an image, and on to an individual, which the party fancies greatly, but does not wholly trust. How many representatives, as Tebbit assured his PM that he would have his support in all that was right, reminded themselves of the thought Lord Melbourne once expressed: "I don't need fellows to support me when I'm right. I need fellows who support me when I'm wrong."

Then came Mr Hurd, who steadied pulses with a solid defence of the Treaty. And then Heseltine, who put the wind up them with talk of the cost of summing the EC, then rose them with his defence of Major, then amused them by turning the tables on his hecklers in a speech drafted with the heckles already in place: then reassured them with his tales of industrial glory.

And now comes Lady T. I wonder whether the rapturous reception she receives today will be quite as rapturous as last year? Pulses have steadied.

MATTHEW PARRIS

TIMES CROSSWORD NO 19,044



ACROSS

- Desire for public transport in Tennessee? (9)
- Odds on cash being provided for a burlesque (5)
- He's left the redemption money in the bar (7)
- Where hops are dried in the Golden State by the sea (7)
- Small animal an Athenian character kept at home (5)
- Powerful sea bird is well below par (8)
- Vessel taking peacekeepers across river (3)
- E.g. Westminster clerk is unusually tricky fellow (4,7)
- Musical theatre employee possibly creating a bang (1,1)
- Work follows — fine and dandy (3)
- Account or short story about desert delinquency (9)
- Write for another? That's the spirit (5)

DOWN

- Insight abandoned in teaching (7)
- City margins we finally surpass (7)
- Return and surrender (5)
- Record studied for sound — it's a disgrace! (9)
- Woodland god to some extent displays a tyrannical streak (5)
- Dress again in regal turnout (7)
- Almost condescending, being spoilt, to be settled comfortably (9)
- Observation about character in part of the railway carriage (1,1)
- Fabulous bird takes up French horn (3)
- Found a bituminous substance in the street (5)
- Point of view a student in Oxford University accepted (7)
- Set of transparencies, initially from one old railway journey (4-5)
- Surpass a comedy actor's popular books (4,7)
- Not fit for hunt, he lay injured (9)
- Not even guerrillas are troops of this sort (9)
- Ask for popular papers (7)
- Highwayman in need of a companion? (7)
- Island youth — one included in an epic poem (5)
- Negotiate terms for a school outing, perhaps (5)
- River rising in this sleepy land (3)

Solution to Puzzle No 19,043

BRILLIANTINE
ON O G M U N D
ANCHORAGE LOOSE
T U K R S L T C
MOROSE OPTATIVE
A H R I O I
NEUTRAL GARGANT
U A S N A
CARAPACE BELIEF
O R R O P
WHEATEAR UPRAID
A N I G F A P A
RAGED ELECTRA
D Y A N T R U E
SLEPDEHAMMER

WORD-WATCHING

By Philip Howard

SPELUNKER

- A Dutch two-wheeled carrier
- An explorer of caves
- A mounted Boer guerrilla

HUPPY

- A happy yuppie
- Mixed fruit pie
- A woolen slipper

SHOCKROCK

- A kind of Heavy Metal dance
- Silver-bearing quartz
- A bare-bosomed dress

BARIATRICS

- Heavy drinking
- The study of obesity
- Wall exercises at aerobics

AA ROADWATCH

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London & SE traffic, roadworks

C. London (within N & S Cycles)	731
M-ways/roads M4-M1	732
M-ways/roads M1-Dartford T-M25	733
M-ways/roads M25-M4	734
M25 London Orbital only	735

National traffic and roadworks

National motorways	737
West Country	738
Wales	739
Midlands	740
East Anglia	741
North-west England	742
North-east England	743
Scotland	744
Northern Ireland	745

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West of London: 703
Kent, Surrey, Sussex: 704
Dorset, Devon & Cornwall: 705
Wiltshire, Gloucestershire: 706
Berkshire, Oxfordshire: 707
Bedfordshire, Hertfordshire: 708
Northamptonshire, Cambridgeshire: 709
West Midlands & East of England: 710
Central Midlands: 711
East Midlands: 712
North-west England: 713
Yorkshire & Lancashire: 714
Cumbria & Cheshire: 715
North Wales: 716
W & S Wales & Ireland: 717
Ireland: 718
Scotland & Lake District: 719
S.W. Scotland: 720
N.W. Scotland: 721
Orkney & Shetland: 722
S.W. Scotland: 723
Glasgow & E Highlands: 724
N.W. Scotland: 725
Glasgow, Orkney & Shetland: 726
Ireland: 727

Weathercall is charged at 35p per minute (cheap rate) and 48p per minute at all other times.

WEATHER

Apart from light rain over northern and western Scotland, most of Britain will be dry today. It will be cloudy, however, with the most sunshine over southwestern parts of England and Wales. Later, rain over Shetland will spread to central Scotland. Northern Scotland will become windy. Outlook: patchy, light rain will spread south across the country tomorrow, but many areas will stay dry; on Saturday, most places will be dry with sunny spells.

ABROAD

MIDDAY: t=thunder, d=dizzle, lg=log, s=sun, cl=cloud, w=wind, c=cloud, f=fog, r=rain

Area	Temp	Wind	Cloud	Precip
Algeria	22/22	18/18	10/10	0.1
Amman	31/31	14/14	10/10	0.0
Amman	29/29	14/14	10/10	0.0
Amman	29/29	14/14	10/10	0.0
Amman	29/29	14/14	10/10	0.0
Amman	29/29	14/14	10/10	0.0
Amman	29/29	14/14	10/10	0.0
Amman	29/29	14/14	10/10	0.0
Amman	29/29	14/14	10/10	0.0
Amman	29/29	14/14	10/10	0.0

LONDON

Yesterday: Temp. max 8am to 6pm, 15C (59F), min 6pm to 8am, 11C (52F). Humidity 78 per cent. Rain 24hr to 6pm, nil. Sun 24hr to 6pm, 2.5hr. Bar. mean sea level, 6pm, 1,025.1 millibars, rising.

HIGHEST & LOWEST

Today: Highest day temp, Littlehampton, East Sussex, 15C (59F), lowest day temp, Buxton, Derbyshire, 10C (50F). Highest rainfall, Folkestone, Kent, 0.2in. Highest sunshine, Bournemouth, Dorset, 7.4hr.

MANCHESTER

Yesterday: Temp. max 8am to 6pm, 12C (54F), min 6pm to 8am, 8C (46F). Rain 24hr to 6pm, 1in. Sun 24hr to 6pm, nil.

GLASGOW

Yesterday: Temp. max 8am to 6pm, 13C (55F), min 6pm to 8am, 10C (50F). Rain 24hr to 6pm, nil. Sun 24hr to 6pm, 8hr.

TOURIST RATES

Bank Buys Bank Sells

Australia \$	2.57	2.57
Belgium Fr	16.70	16.70
Canada \$	54.70	54.70
Denmark Kr	2.38	2.38
France Fr	16.70	16.70
Germany DM	2.38	2.38
Greece Dr	337.00	337.00
Hong Kong \$	14.30	14.30
India Rupee	1.00	1.00
Italy Lira	236.00	236.00
Japan Yen	236.00	236.00
Norway Kr	10.77	10.77
Portugal Esc	200.00	200.00
Spain Ptas	166.00	166.00
Sweden Kr	10.77	10.77
Switzerland Fr	2.38	2.38
Turkey Lira	1360.00	1360.00
USA \$	1.87	1.87
Yugoslavia Dnr	1.87	1.87

LIGHTING UP TIMES

London 6.22 pm to 7.15 am
Bristol 6.32 pm to 7.25 am
Edinburgh 6.30 pm to 7.22 am
Manchester 6.25 pm to 7.20 am
Penzance 6.45 pm to 7.35 am

TEMPERATURES AT MIDDAY YESTERDAY

Area	Temp	Area	Temp
Belfast	11/12	Guernsey	13/18
Birmingham	10/10	Inverness	11/12
Blackpool	12/14	Jersey	13/18
Bristol	13/15	London	14/17
Cardiff	13/15	Manchester	11/12
Edinburgh	11/12	Newcastle	10/10
Glasgow	10/10	Penzance	12/14

WINDS

Area	Wind	Area	Wind
London	12/10	Edinburgh	12/10
London	12/10	Edinburgh	12/10
London	12/10	Edinburgh	12/10
London	12/10	Edinburgh	12/10
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WINDS

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WINDS

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WINDS

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WINDS

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WINDS

Area	Wind	Area	Wind
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WINDS

Area	Wind	Area	Wind
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London	12/10	Edinburgh	12/10
London	12/10	Edinburgh	12/10
London	12/10	Edinburgh	12/10

WINDS



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Pound strengthens as markets look to Germany

By COLIN NARBROUGH
ECONOMICS CORRESPONDENT

THE pound was lifted sharply by the upwind of the rising dollar after the Federal Reserve signalled no change in the discount rate and market attention switched to lower German money market rates.

The Bundesbank, which last Friday openly declared its intention of keeping German money market rates slightly below 9 per cent, is bent on convincing foreign governments and international markets that the turning point has been passed on German interest rates, with only downward moves now in prospect. Market speculation that the Bundesbank is ready for an early

cut in its lombard and discount rates to bring them closer into line with market rates, aroused City hopes that Norman Lamont, the Chancellor, might take advantage of the stronger pound to pare base rate by half a point during the Conservative party conference.

After dashing market expectations of a discount rate cut, the Fed refrained from open market operations, clearly flagging that it was not ready to lower its Fed funds target either from the prevailing 5 per cent.

With the shift of transatlantic rate expectations the mark eased back on a broad front, which allowed the dollar to advance sharply to above DM11.4400, against DM11.4275 on Tuesday. Sterling,

which held on to most of its overnight gains throughout the day, eased to DM2.4617 at the official 4pm London close, still almost a penny up on Tuesday. By 5pm it had climbed to DM2.4853. Against the dollar, the pound held broadly steady for most of the day, ending at \$1.7190 at the 4pm close, up a cent from Tuesday. The trade-weighted index finished 0.3 higher, after peaking at \$2.5 at noon.

Dealers attributed part of sterling's gains to further unwinding of short positions after the currency's upward surge on Tuesday. But they remained wary about the pound ahead of today's speech by Mr Lamont at Brighton. If disappointed by the policy content, currency dealers could mark the

currency down again.

The Bundesbank's campaign to underline that German interest rates have already dropped sharply, which comes in response to widespread criticism of Germany's tough policy stance, has been accompanied by warnings that money supply data for September will show a big rise.

Bundesbank officials have sought to highlight the distorting effect large-scale intervention by the Bundesbank in September would have on the money data. This was seen by Frankfurt economists as an attempt to avert fears of any fresh tightening.

The Dutch, Belgian and Swedish central banks all announced interest rate cuts yesterday, reflecting a strengthening of their

currencies after recent turbulence. Growing hopes of a cut in European interest rates enabled the stock market to continue clawing back Monday's 103 point fall. But the FT-SE 100 index lost some of its earlier gains to finish 28.7 up at 2,517.1. It stretches the index's lead during the past two days to 70.6 — still 32 points shy of last Friday's closing levels.

Government securities continued to benefit from continental buying amid signs of switching to longer dated issues. Prices in longs closed with rises of 1/2.

Hope for growth, page 20
Stock market, page 22
Comment, page 23

TODAY IN BUSINESS

PAYOUT DUE



Keith Vaz has campaigned for BCCI creditors who could see the first compensation payment of 10 cents in the dollar being made next summer. Pages 21 and 23

GREEN SHOOT

Britain's annual economic growth could improve to almost 2 per cent in 1993 because of withdrawal from ERM. Page 20

TOUGH GOING

Grampian Holdings found the going tough and saw profits fall in the first half of 1992, but is holding its dividend at 1.7p. Page 22

NO DEADLINE

European legislation to impose a deadline on debt payments to small companies has been delayed for fear of irritating members. Page 20

ACCOUNTANCY



Accountancy Television has made its debut, but Robert Bruce wonders if the programmes will succeed commercially. Page 31

East Midlands joins bid for British Coal

By PATRICIA TEHAN

EAST Midlands Electricity said it had joined the consortium formed by the Union of Democratic Mineworkers to bid for British Coal, though it had made no significant investment.

Meanwhile, as pressure on the privatisation schedule grows, British Coal is believed to have picked next Wednesday to announce the closure of 30 pits.

British Coal is expected to name 20 pits to be closed and give indications that another ten closures are to come once contracts with National Power and PowerGen have been signed. The announcement is expected the day before the National Union of Mineworkers meets to discuss industrial action over the job losses that will result from closures.

East Midlands yesterday confirmed that it had joined forces with the UDM after talks between John Harris, its chairman, and Roy Lynk, the UDM's director general. Advisers said the company's involvement was still "an exploratory exercise".

Other members of the consortium include Sir David Whyte, former deputy chairman of National Freight Corporation; Dr Dickson Mabon, minister of state for energy in the last Labour government; and George Guise, former director of Consolidated Goldfields and an adviser to Lady Thatcher when she was prime minister.

The consortium is being advised by corporate finan-

ciers at Kleinwort Benson. The original adviser was Lloyds Merchant Bank and the consortium has also consulted Schroders. Kleinwort was brought on board in August.

Mark Wood, a Kleinwort director, said the consortium planned to bid for all or part of British Coal, though it would prefer to see the coal industry run as two equal parts, reflecting the mix of deep and opencast mining.

"At this stage," he said, "without an outline structure for the industry in a privatised world, there has to be some flexibility. Until the coal contracts are announced, the commercial basis for the industry is also uncertain."

He described the consortium as "an alliance of industry parties stating an intention". The consortium is unable to negotiate finance until the size and shape of the industry are clearer, but Mr Lynk has said that £500 million could be raised.

The UDM opposes privatisation, but feels that it is inevitable. It aims to make the best of the situation and protect as many of its members' jobs as possible.

Mr Wood said: "The consortium is a starting point. It is a flagship. One cannot have a pre-conceived idea about how a consortium bid approach is going to work. The UDM is responding to something that is being imposed, protecting the interests of its members."

The UDM has also had talks with the British Associ-

ation of Colliery Managers, which has spoken of launching its own bid.

The association favours a privatisation of the company as one entity. "That is the only way in which this business will have long-term viability," John Meads, its general secretary, said yesterday. Until the government took a decision on the shape of privatisation, it was premature to talk of a bid.

British Coal is believed to have reached agreement with the Treasury over a redundancy package for more than 25,000 miners who will lose their jobs when the pits are closed.

The terms are understood to match those of a scheme introduced in March 1990, and which ended in March this year. They laid down that redundant miners over the age of 30 were to receive lump sums of between £2,500 and £10,000, on top of their other redundancy terms.

The scheme in operation since March provides up to £27,000, depending on a miner's earnings and length of service.

A British Coal spokesman refused to comment.

The signing of five-year coal supply contracts with the electricity generators has been delayed by objections from the 12 regional power supply companies. The generators are unable to sign a deal until they have reached agreement with the supply companies over the volume and price of coal-generated power these will take.



Joining forces: John Harris, chairman, says his company is linking with the UDM

Relief for Lloyd's in report on Gooda

By JONATHAN PRYNN
INSURANCE CORRESPONDENT

A LONG-AWAITED independent report into the £700 million losses suffered by Gooda Walker names at Lloyd's makes sweeping criticisms of the Gooda Walker underwriting agency but stops short of condemning Lloyd's regulatory role in the affair, market sources said.

The 3,400 Gooda Walker names yesterday received letters from David Coleridge, the chairman of Lloyd's, telling them that copies of the 1,500-page report will be dispatched tomorrow.

Lloyd's council members were given a summary yesterday. One said the report would "give names some jolly good ammunition to sue agents" but "did not find anything too damaging about the society". Gooda Walker had been a commercial failure "of monumental proportions" but Lloyd's procedures were "no more to blame than the DTI was for MMI going down".

Leading Gooda Walker names who have been briefed on the report describe it as "dynamite". One said the report was "extremely censorious of at least one of the underwriters and of the members' agents involved".

The four main Gooda Walker syndicates lost £476 million in 1989 alone and have brought financial ruin to thousands of Lloyd's names. Gooda Walker losses make up the largest component of the £2.06 billion total loss for that year.

In July last year, Lloyd's set up an independent loss review body, chaired by Kieran Poynter, a Price Waterhouse partner, to investigate the circumstances of the losses.

Canary Wharf line changes

By ANGELA MACKAY

CANARY Wharf's administrators will be asked to abandon their proposal that makes private sector contribution to the extension of the Jubilee Line into Docklands dependent on the government becoming one of the project's tenants.

Even though cuts in spending are expected to force the government to abandon its commitment to put £1.5 billion towards the Underground extension, any hope for the scheme depends on the administrators and the banks dropping their demand for 2,000 civil servants from the environment department to be transferred to Canary Wharf premises.

Last week, the administrators from Ernst & Young gave Lord Wakeham, chairman of the government's committee on Canary Wharf, a final

proposal that linked a contribution by the scheme's banks with the government relocating 2,000 staff.

Sources close to the banks said last night they would be extremely reluctant to abandon linkage between the investment in Jubilee and the environment department taking space in the project. "There has to be an additional income stream to encourage the banks to make the private sector contribution which was originally supposed to be paid by Canary Wharf's founders, Olympia & York," the source said.

There has been widespread speculation this week that the proposed extension to the Jubilee Line will be cancelled as part of a draconian public spending round.

A final decision is expected to be made next Thursday by a

cabinet committee that includes Lord Wakeham, Michael Howard, environment secretary, and Michael Portillo, chief secretary to the Treasury.

Companies involved in the construction industry reacted angrily to a proposed scrapping of the project.

Frank Kennedy, executive director of Wimpey Group, the construction company, said it would be a "senseless and savage decision for London and the South East economy."

Over £100 million have already been spent on the scheme. Prices for work are lower than they will ever be and the future of Docklands is dependent on this link and thousands of jobs in the construction industry are relying on it," Mr Kennedy said.

Spending cuts, page 1

Lyonnaise sells stake in Anglian

By MARTIN WALLER

LYONNAISE des Eaux Dumez has cut its last tie with the British water industry by selling its 8.99 per cent stake in Anglian Water.

The French company has taken a £34.5 million profit on the stake, bought immediately after the December 1989 privatisation. Anglian shares fell 13p to 417p; the other water companies were also marked back.

Cazenove and Warburg Securities bought the 26.5 million shares at 410p and placed them with institutions at 415p. Lyonnaise, which emerged from a merger of Lyonnais des Eaux and Dumez, one of France's biggest construction groups, sold stakes in Severn Trent and Wessex Water in 1990.

On balance, secrecy is the bottom line

By JON ASHWORTH

THE Institute of Chartered Accountants in England and Wales opened its council meetings to the public for the first time in 112 years yesterday — with a call for greater secrecy.

Moorgate Place, home to the ICA since 1880, has seen many strange goings on in its time. Asil Nadir, former chairman of Polly Peck, crept in the back door early one morning in 1990 to meet his creditors. But there has never been anything quite like this. The ICA, stung by criticism that it has been too secretive, decided to bite the bullet and allow journalists — heaven forbid! — into its council chamber. This was to be the first



Plaistowe: on form

council meeting since August. Just before 10.30am, the doors swung open: reporters, who had fantasised about this moment for years, took up their places in the "gallery",

actually, a row of chairs at the back. On each wooden desk there was a white notepad, a sharp red pencil, a tumbler and a green bottle of mineral water. The label on each bottle stated: "Composition in accordance with the results of the officially recognised analysis". This had a familiar ring to those at ease with audits. Spotlights lit the room and a clock ticked quietly in the corner.

Suddenly, through the doors, came the accountants. They wore dark suits and spectacles and carried briefcases. One or two blinked nervously at the press.

As masters of ceremonies go, Ian Plaistowe, ICA president, was in flying form. "I notice you've all put on clean

shirts and brushed your teeth extra hard," he said. "At 10 o'clock last night they rang up to say they had a previous appointment." A great roar rose from the chamber. But not everyone agreed with the new spirit of glasnost.

Proposed changes to the system of electing a vice-president met with a mixed response, and secrecy won the day. The release of personal statements by candidates should be restricted. The names of nominators should not appear on the voting papers. Council will review its decision to publish the number of votes cast.

The council broke for lunch. Journalists were not invited.

Accountancy Times, page 31

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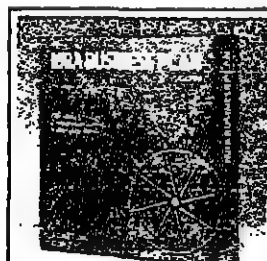
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TM003

Pound devaluation will boost growth to 2%, forecast says

By COLIN NARBROUGH, ECONOMICS CORRESPONDENT

THE benefit from the devaluation of the pound that followed Britain's withdrawal from the exchange-rate mechanism will boost annual economic growth to almost 2 per cent next year after a contraction of 0.9 per cent this year, according to Oxford Economic Forecasts (OEF).

Its latest analysis of international prospects, published yesterday, predicted that gross domestic product would be 0.4 per cent higher next year than indicated in OEF's pre-devaluation forecast. The growth assessment for 1994 has, however, remained unchanged at 2.8 per cent. This would be followed by renewed

deceleration to an annual 1.9 per cent in 1995.

The revised outlook assumes short-term interest rates will be cut to an average 8 per cent next year from 9.8 per cent this year, but would not fall further until 1995. The move to 8 per cent is expected in the current quarter.

Assuming the gain in British competitiveness since last month is preserved, OEF sees the pound holding in a range of DM2.55 to DM2.65 for the next two years. Instead of the continued depreciation of the pound that many City analysts expect, OEF's forecast assumes some recovery.

Sterling was yesterday trad-

ing above DM2.45. OEF expects the pound to re-enter the ERM at a central parity of about DM2.60 in 1994.

Inflation, as measured by the retail price index, is forecast slowing further to an annual 2.9 per cent next year, from 3.7 per cent this year. But deferred inflationary pressures are expected to turn up in higher inflation in subsequent years. Annual inflation is forecast to pick up to 3.9 per cent in 1994 and 4.8 per cent in 1995.

The boost to the economy is foreseen as coming mainly from lower interest rates boosting domestic demand. The effect of the lower pound in raising exports is expected to be somewhat weaker. OEF notes that its economic model suggests that if lower sterling was not accompanied by lower interest rates, devaluation would have virtually no effect on activity, given the greater uncertainty on economic policy.

Consumer spending, after a fall of 0.4 per cent this year, is expected to rise 1 per cent next year and 2.3 per cent in 1994. Exports are forecast to grow at an annual 5.4 per cent next year and stay above 5 per cent for the following two years. Although devaluation is expected to worsen the trade deficit in the short run, the medium-term view is for an improvement.

OEF forecasts a £21.2 billion current account deficit for this year, narrowing to £16.1 billion next and £15.4 billion in 1994.

Although Britain's break-out from the tight monetary grip of the Bundesbank is expected to provide a psychological boost at home, the international environment is not seen to offer much help.

The European economies are expected to remain sluggish next year, with Germany and the Benelux countries only managing 1.5 per cent growth.

America's recovery is also on hold, or even starting to stall, in OEF's view. A modest recovery is still considered likely next year, supported by American exports, even if domestic demand remains weak.

Only Japan is now seen to be in better health than it was in OEF's previous analysis, thanks largely to the government's generous fiscal package.

EC drops plan to help small firms

FROM TOM WALKER IN BRUSSELS

THE European Commission has dropped plans to set deadlines for payments to small companies. Although such rules might have saved thousands of businesses from going to the wall in the recession, the commission's small and medium-sized enterprises directorate has been told to redraft the plans. It is feared they might have irritated member states.

"It's a victim of subsidiarity," a British official said. The UK government has never supported legislation on payments, arguing that enforced deadlines would do as much harm to small businesses as good.

Studies by the commission have shown that late payments to companies are common throughout the EC. Analysing data from Dun & Bradstreet, the business information company, on more than 1.1 million inter-company payments between April 1991 and March this year, the commission found that 48.8 per cent of payments to suppliers were late, 20.9 per cent were more than 30 days late. The commission defined "late" as anything over 15 days beyond the contracted period.

Britain had a worse record than any of the other EC countries analysed by Dun & Bradstreet — France, Italy, Belgium and The

Netherlands. It was found that there were few rules in the EC governing payments, except in France, where perishable goods have to be paid for within 30 days. Most countries, though, have deadlines, backed by penalties, for public procurement contracts.

Late payments were generally due to poor management practices, structural changes in groups of companies and a decline in the sense of moral obligation to pay. Even in Germany, which lays particular value on social "correctness", the commission found evidence that payments were increasingly delayed.

An official in the EC's small and medium-sized enterprises directorate said that a decision on whether to publish the findings could be made today. If published, the study would simply be a "discussion paper" and would be taken further only if member states showed any interest. In the current climate, it seems as good as dead.

Officials of the directorate had originally hoped that after publication of a "green paper", the commission could have brought forward proposals for legislation. This could have covered credit periods and sanctions on large companies that delayed payments to small ones dependent on their orders.



Selling non-complementary operations: Mick Newmarch of Prudential

GA buys leading role in Canada

By JONATHAN PRYNN, INSURANCE CORRESPONDENT

GENERAL Accident, the composite insurer, is set to become Canada's leading direct general insurer after buying Prudential Corporation's Canadian general insurance operations for £315 million (£77 million).

The deal will give General Accident an 8 per cent share of the fragmented Canadian market and will greatly boost its presence in Quebec province. The three subsidiaries that make up the business being sold are being bought at a discount to net assets. They

currently trade under the Prudential name but will be rebranded to reflect the new ownership, said Barrie Holder, general manager of GA.

The Canadian companies write predominantly personal lines, matching General Accident's existing operations in that country, which is its third biggest market.

The business being bought has net assets of £3181 million. Prudential is taking out £325 million of assets through a distribution, reducing the final acquisition price

to £3140 million. Mick Newmarch, the chief executive of Prudential, said: "Having made a decision to continue in direct general insurance worldwide only where it complements our life and pensions activities, we had no need to retain the Canadian general business, even though it has had a long record of profitable growth."

Mr Holder said that the Canadian insurance market was at the peak of its cycle and that profits next year were likely to be lower, although he added, they would still be "first class results."

BUSINESS ROUNDUP

Goodman Fielder sells to Heinz

GOODMAN Fielder Wattle, the Australasian food group, has sold its Wattle Foods division to HJ Heinz, the American food conglomerate, for A\$428 million (£179.8 million). Goodman Fielder had planned to float Wattle Foods this month, raising a minimum of A\$350 million. The sale to Heinz, however, offered the group "better value for money" according to Michael Nugent, Goodman Fielder's chief executive.

The sale to Heinz, chaired by Tony O'Reilly, follows Goodman Fielder's purchase on Monday of Uncle Tobys, another well branded food group. Wattle produces a broad range of grocery products, most of which hold leading market shares in New Zealand and are exported to Japan, Australia and the rest of South East Asia. Wattle has annual sales of about US\$400 million that will be added to HJ Heinz of Australia, Heinz's subsidiary in the region, which boasts annual sales of US\$170 million.

Frankfurt shake-up

GERMANY was on the brink of the biggest shake-up of its securities trading system yesterday, with the Frankfurt bourse set to agree the creation of a central German stock exchange. Plans to centralise trade in Frankfurt aim to put the city on a competitive par with London and Paris. Rolf Breuer of the Deutsche Bank board is expected to assume the chair of the new Deutsche Boerse's supervisory board, which will embrace the Frankfurt stock exchange, the Deutsche Terminboerse futures and options exchange and clearing and settlement houses.

US demand lifts oil price

OIL prices rose yesterday led by growing demand for heating oil in America. Oil industry figures released after the American market closed on Tuesday showed a drop of 1.64 million barrels in heating oil stocks last week. Colder autumn weather stimulated the demand. As heating oil rose on the New York futures market it pulled up crude oil futures in the United States and Europe, traders said. Light crude oil futures for November delivery on the New York Mercantile Exchange rose 12 cents to \$21.93 a barrel.

BCE wants to borrow

BCE Holdings, a distributor of snooker, billiards and pool products and operator of amusement arcades, is trying to borrow against its executive pension scheme in an attempt to reduce borrowings. Shareholders are being asked to approve a plan by the executive pension fund to buy certain properties and lease them back to the company at current values. BCE is back in profit for the first time since 1988. There was a pre-tax profit of £34,000 in the year to end-March, compared with a loss of £622,000. There is no dividend (nil).

Ramus to sell stake

RAMUS Holdings, a ceramic tiles distributor, is selling a controlling stake to Guoline Holdings, a Malaysian group. Ramus, which made a pre-tax loss of £3 million (£400,000 loss) in the year to end-June, hopes to raise £3 million through a subscription by Guoline Holdings for 6.5 million new shares, giving Guoline a 57.5 per cent stake. If the subscription does not proceed, Ramus has said that it will cease trading. Shares in the company were suspended on September 16 and are expected to resume trading tomorrow.

Jobs hope after sell-off

JOBS gloom turned into hope yesterday for at least 150 employees of Conder, the construction group that went into receivership two weeks ago. Price Waterhouse, the receiver, announced the sale of the group's three main businesses for £2.5 million. Conder Projects, the building contractor where 160 jobs went, has been sold to The Miller Group which will re-employ between 90 and 100. Kier Group has bought IEL, ventilation designer, and will take back 60 to 70. Conder Structures is likely to recruit after its sale to Melton Medes.

Aid for Irish exporters

THE Dublin government launched a £150 million (£53.4 million) aid package for Irish export firms battling with the 13 per cent drop in sterling's value against the punt in the past three weeks. Desmond O'Malley, the industry minister, announced weekly payments to companies of £150 per employee. The fund is to run until next March. Officials said 30,000 Irish jobs were threatened, mainly in agriculture, clothing, engineering and furniture manufacturing. A third of Ireland's exports go to Britain.

Ipeco climbs at halfway

IPECO Holdings, the aircraft seat manufacturer based in Southend-on-Sea, Essex, increased pre-tax profits by 5 per cent to £1.8 million (£1.7 million) in the six months to June 27. Turnover was £10.1 million (£8.7 million). Earnings per share were 4.42p (4.14p). The interim dividend is 1.3p (1.2p). Difficulties within the airline sector have had a neutral overall impact on Ipeco. The company has won a contract to supply crewseats to the Lear 60 corporate jet and has cash reserves of more than £3 million.

Joint venture for Clyde

CLYDE Petroleum has launched a joint venture with OMV, Austria's biggest company. OMV will own 55 per cent of the venture, called St James's Oil & Gas, and will fund exploration of eight oilfields for which Clyde holds licences up to a maximum of £15 million. Once that ceiling is reached, either OMV will continue funding or Clyde will put money in. OMV, in which the Austrian government has a 70 per cent stake, will manage St James's but Clyde, which is based in Ledbury, Herefordshire, will be represented on the board.

SURREY BUILDING SOCIETY

The following revised rates of interest will apply from 8th October 1992

	OVER 12 MONTHS	OVER 18 MONTHS	OVER 24 MONTHS	OVER 36 MONTHS
SUPER PLUS ACCESS				
£75,000 OR MORE	10.00	9.76	7.45	7.32
£50,000 OR MORE	9.00	8.81	6.72	6.61
£25,000 OR MORE	7.86	7.71	5.86	5.78
£500 OR MORE	6.91	6.79	5.15	5.09
PLUS 3% BONUS ON 1ST YEAR'S SAVINGS	9.00			
MONTHLY INCOME				
£25,000 OR MORE	8.25	7.95	6.13	5.96
£5,000 OR MORE	6.82	6.62	5.07	4.96
INSTANT ACCESS				
£15,000 OR MORE	7.75	7.61	5.79	5.71
£5,000 OR MORE	6.86	6.75	5.12	5.06
£500 OR MORE	5.59	5.51	4.17	4.13
£1 OR MORE	2.23	2.22	1.67	1.66
SPECIAL PLUS ACCESS				
£500 OR MORE	6.46	6.36	4.83	4.77
SUPER PLUS OVERSEAS & CHARITIES				
£500 OR MORE	7.68	7.54		

Account	Interest	Rate	Rate	Rate
THESE SHARES ARE CLOSED ISSUES				
SURREY GOLD				
(Minimum balance £500 - £10,000 maximum)		6.68		5.01
SUPER ACCESS				
(Minimum balance £500)				
1st issue	4.67	4.62	3.49	3.46
2nd issue	4.26	4.22	3.18	3.16
3rd issue	4.06	4.02	3.03	3.01
PRUD UP SHARES				
(Minimum balance £500)				
1st issue	5.42	5.35	4.05	4.01
SPECIAL ACCESS				
(Minimum balance £500)				
1st issue	3.79	3.75	2.83	2.81
2nd issue	3.58	3.55	2.68	2.66
SUBSCRIPTION SHARES				
(Minimum balance £20,000)		4.22		3.16
SURREY GOLD				
(Minimum balance £20,000)	7.31	7.18	5.45	5.38

Small print text regarding interest rates and conditions.

Halstead raises dividend

By PHILIP PANGALOS

JAMES Halstead Group, the floor coverings to rainwater maker, is raising its dividend after lifting pre-tax profits 5.1 per cent to £8.04 million in the year to end-June. Trading conditions were "extremely severe" and demand was flat, the group said, although turnover edged up to £58.9 million (£58.3 million).

As indicated at the interim stage, last year's decision to close Belfast International, the maker of motorcycle equipment, rain and casual country wear, resulted in an extraordinary charge of £2.93 million.

Earnings climb to 37.71p (36.12p) a share. The final dividend is raised to 7.5p (7p), for a total of 12p (11.25p). A one-for-one capitalisation issue is proposed.

The company, which has a robust balance sheet with no net borrowings, expects further progress in the current year. The shares advanced 21p to 481p.

Computer People Group cuts payout

By PHILIP PANGALOS

DEPRESSED market conditions on both sides of the Atlantic pushed Computer People Group into the red at the half way stage and forced Britain's largest recruitment agency for computer staff to cut its dividend.

The company, which also supplies information technology consultants in Britain and the United States, suffered a loss before tax of £135,000 in the six months to the end of June, against a profit of £669,000 in the corresponding period last time. Revenues fell by 14.2 per cent to £29.9 million, while operating profits collapsed to £5,000 (£762,000).

Computer People was hit by a further decline in the British recruitment business, slower-than-anticipated reductions in overheads and no increase in American consultants on assignment since January.

The results also include operating costs of £93,000, including £228,000 of running costs on a property disposed of at the end of last

month, which have now been eliminated.

Rupert Bayfield, the chairman, admitted that the first-half results were disappointing, but sounded a note of optimism on the company's future prospects.

He said the company has entered the third quarter with a much higher business base than at the start of the year, both in Britain and the United States, although margins are still under pressure.

Richard Pinder, finance director, said current business levels give optimism for a return to acceptable profitability. After first-quarter losses, he said the group was profitable in the second quarter and continued to be so in the third quarter, while overheads have been reduced and business levels are rising.

Gearing climbed from 52 per cent to 60 per cent. There is a loss of 0.73p per share, against earnings of 3.53p a share last time. The interim dividend is being cut to 0.65p (2.1p) a share.

Turnover up at Burn Stewart

By JON ASHWORTH

BURN Stewart Distillers, the Scotch whisky group that came to the market in November 1991, increased pre-tax profits 26 per cent to £10.3 million (£8.23 million) in the year to end-June.

Turnover was 10 per cent higher at £41.95 million (£38 million). Earnings per share were unchanged at 13.2p. There is a first dividend of 3.33p.

Profits are in line with forecasts made at the time of flotation. Price cuts, along with a decline in sales of more expensive aged whiskies, have been offset by the increased use of cheaper whiskies laid down as new fillings in earlier years.

Part of the proceeds of the flotation were used to cut bank borrowings, resulting in a lower interest charge of £2.13 million (£2.21 million). Gearing has been reduced from about 283 per cent to 36 per cent and interest cover now stands at 5.9 times.

Qantas triples annual profits ahead of privatisation

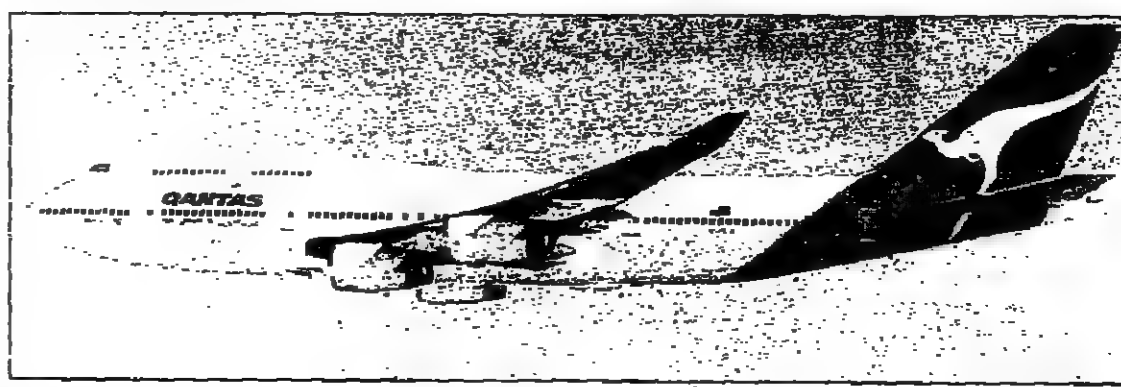
FROM REUTERS IN SYDNEY

QANTAS, Australia's international airline, yesterday reported a threefold leap in profits for the year to June 30 but said the next year would not be so rosy.

The state-owned airline, which is to be privatised in a public flotation in 1993, also said the money raised would reduce its debt and allow it to pursue new routes in Asia. Bill Dix, the chairman, told a news conference: "It'll be tougher to make a profit this year. But we are confident we're going to stay quite profitable."

Net profit tripled to A\$137.3 million (£58 million) in the year to June from A\$44.3 million a year ago.

Mr Dix said: "Low yields, largely brought about by destructive competition, coupled with ongoing effects of a world recession, will continue to impact adversely on airline performance in the current year." Qantas



Up, up and away: a 747 from the world's second-oldest airline, which is enjoying a year of soaring profits

merged with Australian Airlines, the government-owned domestic carrier, on September 14.

Three groups — British Airways, Singapore Airlines and a consortium of Brierley Investments and Air New Zealand — are now inspecting the merged Qantas books prior to making a bid for a parcel of shares by November. Foreigners are restricted to a 35 per cent stake.

The government plans to float the merged airline on the Australian bourse, and Ralph Willis, finance minister, said this would not occur before March. The flotation might

depend on the state of the equities markets, he said. In its August budget, the government assumed proceeds from the sale of about A\$1 billion.

Mr Willis, speaking in Parliament, said the trade sale might not go ahead. "The government is not

locked into a trade sale. If the bids are not good enough then we can reject all of them and make the whole sale through a float."

Mr Dix said the privatisation of the airline, the world's second oldest, would help cut its A\$6 billion debt and allow it to pursue growth in Asia.

"That's where the highest growth rates are," he said when asked about expanding operations in Asia. "Additional points in Japan, entry to Osaka... we'd be looking at that."

Any expansion would be likely to involve more frequent flights on existing routes or new destinations in countries it already services, rather than wholly new operations, Mr Dix said.

John Ward, Qantas chief executive, said aircraft from Australian Airlines may start flying to Papua New Guinea, Fiji and New Caledonia over the next year and could also start operations to some of the nearer points of Southeast Asia.

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CBI urges firms to use recession in war on wages

By Patricia Teahan

BRITAIN'S bosses believe the recession is providing firms with a golden opportunity to cut costs and improve their competitiveness.

Howard Davies, director general of the Confederation of British Industry, urged firms to decentralise more pay decisions, shift wage review dates and benefit from low inflation by introducing more two-year pay deals.

Mr Davies told employers attending a lunch for Scottish members of the CBI in Glasgow yesterday that the economic problems of the country presented a "unique opportunity".

Pressures on pay created by high inflation have eased with less attention being given to wage comparisons, he said.

The CBI is sending a presentation on pay and performance to British companies. It says: "Conditions are good, better even than last year, for controlling pay. This helps to make the idea of going rates for pay awards irrelevant."

The CBI believes employers should concentrate on maximising value from a leaner workforce in the year ahead. Continuing his attack on public sector pay rises, which are running ahead of private sector deals, Mr Davies said: "This is totally unacceptable when there is such a clear need to control public spending. The government must play its full part in the fight against inflation by ensuring there is no rise in its overall pay bill."

His call came as one of Britain's biggest unions revealed job losses in manufacturing are spiralling higher and challenged the CBI to sit down and discuss proposals for a non-inflationary package to stop and reverse the destruction of jobs and businesses.

A survey from the Amalgamated Engineering and Electrical Union shows there have been more than 39,000 job losses from 328 separate

redundancy announcements in manufacturing in the last three months, bringing the total this year to 94,000.

Bill Jordan, president of the AEU, described the numbers as a grim list of industrial devastation and jobs despair. Mr Jordan said the union's proposed package "must be put to this government, for as their party meets in Brighton today to discuss unemployment they clearly have no answers."

The union's previous survey, which covered a four-month period, showed 22,642 job losses. Despite the high figures, the AEU said its latest survey underestimates the true picture.

Gavin Laird, AEU general secretary, said: "This survey catalogues an autumn of despair, with the nation gripped by the gloom of accelerating job losses. Ever-rising unemployment is an indictment of the government's criminal neglect of British industry. The growing dole queues are compounded by the government's total lack of economic strategy."

The survey shows London and the South East was worst hit, with 6,085 redundancies, followed by the West Midlands, with 6,054. Northern Ireland suffered least, with 370 redundancies.

Meanwhile, the latest report from the Engineering Council, which represents Britain's 290,000 chartered engineers, incorporated engineers and engineering consultants, shows their pay is staying ahead of inflation and catching up with other professions.

The council's 1992 survey shows the average earnings of chartered engineers have increased 28.6 per cent since 1989. This is 2.4 per cent more than the growth of the average earnings index and 7.2 per cent more than the rise in inflation. Their average pay has reached £31,768, against

£24,705 in 1989. This compares with the average £35,000 accountant's pay packet.

The less highly qualified incorporated engineers and engineering technicians have done even better, with average earnings rising 31.7 per cent over the last three years to £23,483 from the previous £17,825. This is 10.3 per cent higher than the rise in inflation.

Denis Filer, the council's director general, said the increases "reflect the fact that more and more companies are beginning to appreciate fully the value of engineers and the role they play in the process of wealth creation, and are now paying them salaries which recognise the value of their input."

Engineers' pay increases have been 1 per cent higher than other professional groups since 1988.

Comment, page 23



Strike out: Richard Carr, left, and Duncan Moss, finance director, report falling profits at Allied Leisure

Allied Leisure slides to £2.2m

By Philip Pangalos

DEPRESSED spending, as the recession continued to bite, took its toll on full-year profits at Allied Leisure. Pre-tax profits at the ten-pin bowling and nightclub group fell 28.8 per cent to £2.21 million in the year to July 16, despite a 25.8 per cent rise in turnover to £27.4 million.

Richard Carr, Allied's chairman, said: "Business is remarkably tough, but the first eight weeks of the current year have been buoyant." Turnover from Allied's 14 Megabowls amounted to £17.2 million (£15.2 million), boosted by first-time contributions from new units. Like-for-like turnover fell 12 per cent.

Nightclub operations broke even, (£300,000 profit). The closure of the loss-making Theme Bars led to a £3.07 million extraordinary charge. Earnings per share fell to 5.26p (12.2p) but Allied has honoured its commitment to hold the final payout at 3.25p, giving a 4.75p (same) total.

Tempus, page 22

Court will rule on BCCI in two weeks

By Neil Bennett, Banking Correspondent

THE Luxembourg district court will decide on October 22 whether to approve a \$3 billion compensation scheme for creditors in the collapsed Bank of Credit and Commerce International.

Judge Maryse Weher said she would publish her judgment in two weeks, after a stormy court hearing during which BCCI creditors and the bank's former chief of finance called for more generous compensation from the Abu Dhabi government. BCCI's majority shareholder.

Last week, Touche Ross, BCCI's liquidator, announced that more than 93 per cent of BCCI's creditors supported the compensation plan, which is expected to repay them between 30 and 40 per cent of their losses. The accountants hope to make an initial payment of 10 per cent next year.

The compensation scheme, if approved, will pool all the bank's remaining assets together with a cash injection of up to \$2.2 billion from the Abu Dhabi government. The money will be shared equally between an estimated 310,000 creditors worldwide.

During the hearing, Masitir Rahman, BCCI's former finance chief, claimed the Abu Dhabi government had, in reality, owned 100 per

cent of the bank, not 57 per cent as stated. He disputed the suggestion that the government had lost \$2.2 billion to BCCI. "I never saw such a huge figure in the books. They are totally liable for the losses," he said.

Mr Rahman added that he believed the compensation scheme would only produce a payment of 15 per cent when the money was actually paid.

Meanwhile, Keith Vaz, the Labour MP for Leicester East, urged the court to delay its decision until the publication of the Bingham report on the BCCI closure, which he said was due on October 19. Mr Vaz hopes the contents of the report could force the Bank of England to offer compensation.

The compensation scheme has already been approved by courts in Britain and the Cayman Islands, but has always been strongly opposed by the bank's creditors committee which has urged the Abu Dhabi government to improve its offer.

In reply to their continuing opposition, Georges Baden, a Touche partner, condemned BCCI's committee of creditors as unrepresentative and personally motivated.

Banking riddles, page 23

Austin Reed forced to wear red by recession

By Martin Waller, Deputy City Editor

THE unprecedented recession on the high street has sent Austin Reed, the manufacturer and retailer of tailored clothing, into the red for the first time since the great depression of the 1930s.

A taxable loss of £430,000 in the 28 weeks to August 8 compares with a profit of £639,000 last time, and the half-way dividend is cut by 1p to 2p.

The reduction follows a cut in last year's final payment, the first such for 40 years from Austin Reed, which is 40 per cent owned by the Reed family.

Barry Reed, the chairman, said the company had been quite pleased by trading in late August and September, but the market had collapsed again amid the turmoil as the pound came out of the exchange-rate mechanism last

month. "Trading is still patchy, and it is too early to judge the outcome for the full year," he said.

Total turnover fell from £35.6 million to £28.7 million, but £5 million of this and £500,000 of the downturn in profits came as a result of the sale of two manufacturing businesses, offset by a consequent £400,000 of savings on interest payments. Like-for-like retail sales were 3 per cent lower in the first half. Retail costs were held at last year's level despite heavier spending on promotional activity.

Manufacturing turnover fell by 11 per cent, half of this because of the closure of a factory. The business was also hit by weakening export markets and difficult trade in Britain.

Tempus, page 22

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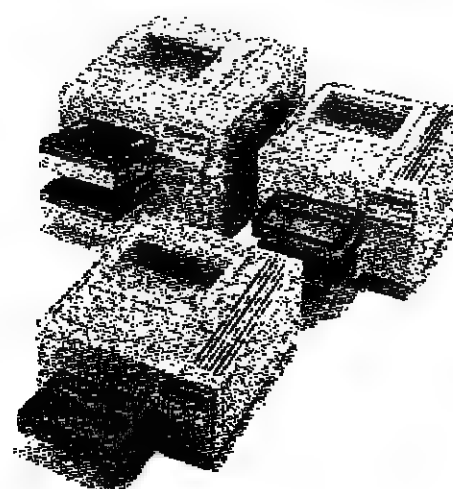
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Hewden Stewart builds tower of cash

HEWDEEN Stewart, the plant hire group, is a textbook example of a management which is using the recession as an opportunity, rather than as an excuse to wall and gnash its teeth.

The company realised two years ago that demand for tower cranes was about to plummet and has since reduced its fleet by more than half. Crane sales have boosted profits and transformed a debt burden into a cash pile. The cash, which is expected to rise to £10 million by the year-end, is protecting the company during the recession and makes it ideally placed to take advantage of an upturn in demand when it finally comes.

Hewden's far-sightedness is reflected in figures for the half year to July 31. Pre-tax profits fell by 16.5 per cent to £6.73 million, but this is a minor miracle when demand for tower cranes has all but vanished. A £469,000 interest charge was replaced by £301,000 of interest earnings and cash flow was strong enough to enable the group to increase the dividend by 0.01p, to 0.875p.

Hewden continues to reduce its tower crane fleet by selling to Europe and the Far East. The division lost £500,000 in the half year, compared with a £1.8 million profit last time. There is little sign of any upturn in demand, but further sales should reduce losses in the second half.

The group is using its strong cash flow to expand the rest of its equipment fleet. Hewden spent £13 million in the half year on mobile cranes, compressors and the like. Equipment is on sale at bargain basement prices from other plant hire companies that have gone into receivership or are struggling to reduce debt. Hewden's pur-



Brave smile: Bill Hughes, Grampian chairman, had to report a 41 per cent fall in first-half operating profits

chases will accelerate once demand picks up. Profits for the year are likely to fall to £12 million, down from £15 million last time. Construction companies with futures as secure as Hewden's are thin on the ground, so the shares, at 80p, are trading on a justifiably high p/e ratio of 18.

Grampian

GRAMPIAN is keen to shake off the mini-conglomerate tag, and a set of figures as comprehensively dire as the interim shows why. Best known as a maker of footballs before that business was sold,

the company now depends on four core divisions: pharmaceuticals, sporting goods, retail and transport. All have suffered severely in the recession.

Grampian's attempt to move into human pharmaceuticals failed when its bid for the Macarthy business came to nothing almost a year ago, and the company remains focussed on the animal market. That has suffered from a glut of imported chickens and salmon and a relaxation of government regulations on sheep and cattle dipping. Efficiency benefits held half-way profits at last year's level, and the group remains a

niche player in that market. The retail side made its usual seasonal loss, but the main damage came from golfers' reluctance to splash out on new clubs. The football business has been sold — it contributed only £10,000 to profits in the last four months under Grampian's ownership — and sporting goods saw trading profits slump from £1.1 million to £160,000 half-way. There was no sign of improvement in the third quarter.

Taxable interim profits of £10.9 million contain an £8.3 million exceptional gain from Milre; at the operating level, profits fell 41 per cent to

£2.45 million. Ian Hillier, at County NatWest, expects £8.1 million pre-tax for the full year, clean of exceptional. That would put the shares, after yesterday's 10p fall, at about 11 times 1992 earnings, with a maintained dividend less than twice covered. Precious little reason to chase in today's market.

Allied Leisure

EVEN Richard Carr, the forceful chairman of Allied Leisure, could do little to contain the damage from falling consumer spending, as people who ventured beyond their front doors continued to

watch their wallets. Pressure on margins meant a 29 per cent slide in pre-tax profits to £2.21 million in the year to July 16, despite a 26 per cent advance in turnover to £27.4 million.

The relatively low-ticket nature of the group's ten-pin bowling centres held up well but average spending fell, and fine weather in May and June clipped profits by £500,000. Nightclubs broke even, having made more than £300,000 last time, and there was a £3.07 million extraordinary charge from the closure of the loss-making Theme Bars.

Allied had a buoyant start to this year, boosted by the introduction of the modish Zapp-Zone interactive laser games at eight of the Megabowls.

Allied is maintaining the final dividend at 3.25p, giving an unchanged 4.75p for the year and a hefty historic yield of 17.6 per cent. However, next year's dividend will definitely be cut: Mr Carr is talking of a "more realistic" dividend policy for the future and a payment covered at least twice.

Analysts expect current profits of between £2 million and £2.8 million, putting the shares on a projected forward multiple of around seven, while a reduced dividend of about 3p still gives a yield of nearly 10 per cent.

The shares, which have almost doubled in the past six weeks, ended at 36p, up 4p, but still well below this year's high of 90p. Allied's recovery hinges on economic upturn and lower interest rates. Those without an economic crystal ball would do well to avoid the shares.

Lower sales add to slide at Renishaw

By PHILIP PANGALOS

A COMBINATION of lower sales, continued high spending on research and development, and investment in new product development, led to an 18.1 per cent decline in full-year profits at Renishaw.

The maker of precision metrology and inspection equipment saw pre-tax profits slip to £9.09 million in the year to end-June, against £11.1 million last time, on turnover down 3.5 per cent to £44 million. More than 90 per cent of group turnover is represented by sales to overseas customers.

Renishaw has been affected as many of its customers have seen very large falls in demand for their own products. However, the company said

that overall turnover was largely maintained, although there were declines in the United Kingdom, Italy and Japan.

Despite the continuing difficult trading conditions, which show no sign of any economic upturn, the company is confident on the longer-term outlook and hopes that new and recently introduced products will provide additional growth potential.

Earnings fell to 13.1p a share, down from 16.1p a share last time, but the final dividend is maintained at 4p a share, giving an increased total dividend of 6.5p (6p) for the year.

The shares firmed 3p to 283p.

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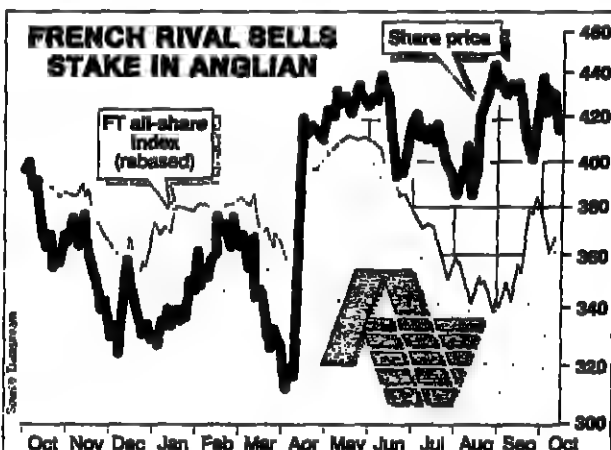
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Hopes of cheaper money bring back the buyers



Securities, the broking houses, at 410p. By the close of business a total of 61 million shares had changed hands, indicating that they had been placed with institutions, at around 415p.

The rest of the water companies also came under pressure with Northumbrian

falling 8p to 495p, North West 8p to 434p, Severn Trent 4 1/2p to 392p, Southern 4p to 405p, South West 7p to 425p, Thames 9p to 432p, Welsh 10p to 454p and Yorkshire 7p to 457p.

GKN suffered a late fall of 10p to 359p on claims that Warburg Securities has slash-

ed its profit forecast for the current year by around £40 million. Lucas Industries fell 4p to 88p as talk of a bid from rival Siebe was discounted. Full-year figures on Monday are expected to make grim reading in spite of a £90 million pension fund claw-back. Some analysts are fore-

casting pre-tax profits of only £5 million, compared with £83.6 million.

The Prudential Corporation continued to make headway with a rise of 10p to 269p after announcing the disposal of its Canadian operation to General Accident for £816 million (£76.7 million). To

help finance the acquisition General Accident has issued 13.5 million new shares. GA said the deal would improve its geographical coverage and integrate with its existing Canadian operation. General Accident finished the session 5p better at 510p. There were also gains for Commercial Union, up 2p to 513p, Guardian Royal Exchange, 2p to 145p, Royal Exchange, 3p to 180p and Sun Alliance, 11p to 289p.

Budgens, the supermarket chain, slipped 2p to 36p after the group warned shareholders at the annual general meeting that the recession had resulted in significantly greater price competition during the summer months. The price of fresh fruit and vegetables have also fallen sharply.

The news from Budgen took some of the shine off the other food retailers, with Argill falling 3p to 335p, after touching 338p, Tesco 5p to 216p, after 218p, and Kwik Save 6p to 655p, while J Sainsbury finished unchanged at 457p after 459p. Asda managed to shrug off an early setback, climbing 2 1/2p to 36 1/2p on talk of renewed American buying. By the close of business 8.6 million shares had been traded.

Big speculation in Owners Abroad, the holiday group, appears to have evaporated, with the price falling 6 1/2p to 70 1/2p. The group says it received an approach last month which came to nothing.

MICHAEL CLARK

BRITISH FUNDS

1992	Low	Stock	Page	2/-	JPL	Gr	1992	Low	Stock
SHORTS (under 5 years)							100%	98%	
95%	95%	95%	95%	95%	95%	95%	95%	95%	95%
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MEDIUMS (5 to 15 years)							100%	98%	
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115%	115%	115%	115%	115%	115%	115%	115%	115%	115%

Silver linings in the clouds

For the second successive day, sterling rallied. There was none of the familiar feeling in the markets that the pound was racing over the edge of an unfathomable precipice that dominated sentiment last Friday and on Monday. Speculators were showing little stomach for a further assault on the pound and do not wish to be caught short when the music stops. That may be quite soon. There are at least four factors deterring the bears.

Later today, the first sketchy outline of an economic policy will begin to emerge from Brighton. The bare bones will be fleshed out at a Treasury select committee hearing next week and the technical details will emerge even more fully in the Chancellor's Mansion House speech three weeks from now. Markets may not be overly impressed. It will not be a freshly minted novel policy to dazzle us with wit and originality. We are much more likely to see a variant of the old anti-inflationary strategy beefed up with heavy public spending cuts, semi-targeting of broad money and perhaps lower interest rates. However much this may seem familiar, it should reassure markets and deny them the chance to send sterling into free-fall on the grounds that a policy vacuum exists.

The second bear repellent is a growing feeling that Germany's economy is at least easing back and if not exactly headed for recession then at least in a phase when lower interest rates become a near-term likelihood not just a long-term hope. When this feeling intensifies, sterling will be well positioned for further interest rate cuts or likely to gain ground against the mark, and perhaps even both.

Thirdly, dealers are facing the longer term reality that devaluation will speed Britain's painfully slow climb from recession as the projections from Oxford Economic Forecasting suggested yesterday. Prognostications from City scribbles, academics and business economists are all likely to be less gloomy than previously.

Finally, sentiment is noticeably improving. As the CBI's Howard Davies stressed, conditions are excellent for stabilising or even freezing pay levels, perhaps within the framework of two-year deals or longer. Even in industry, talk of opportunity is beginning. Nigel Rudd, of Williams Holdings, is by no means alone when he points out the enormous export prospects arising from a pound about 16 per cent below its ERM central point. There are great chances to win new orders and market share. The foreign exchange markets, blinkered and inward looking though they may be, will increasingly take all of this on board.

Avoiding risk

It is heartening that the Bank of England and Apacs have identified a vast and previously unforeseen risk in the payment clearing system before it had a chance to wreak havoc on financial institutions. The source of the risk was the Clearing House Automated Payment System, or CHAPS, which handles the larger interbank payments of £2 million or more. Until two years ago, banks built up huge exposures to each other through CHAPS every day, which would be settled at the end of business.

Then, when Midland's financial problems were at their height, the banks began to consider what would occur if a major institution was unable to settle its CHAPS liabilities at the end of a day. They concluded that such a failure could trigger a domino effect that would threaten the whole country's financial system. Now the Bank of England has announced a scheme to reduce the risk further by introducing real time settlement by 1995 and a particularly nasty risk has been cleared up.

Touche Ross, the liquidator, is likely to take several more years to close the files on the failed bank, as William Kay reports

Compensation for the creditors of the Bank of Credit and Commerce International came a step nearer yesterday as a court hearing in Luxembourg opened to consider the acceptance of the \$1.7 billion-plus offer from the government of Abu Dhabi. The offer from the government, representing the majority shareholders of BCCI Holdings, is conditional on courts in Luxembourg, Grand Cayman and England authorising the liquidators in those territories to sign the agreement with Abu Dhabi.

Luxembourg insisted on hearing what creditors had to say first. Last week, almost 94 per cent voted in favour of the compensation offer and the court is expected to approve it.

The move is the latest step in the \$10 billion liquidation of BCCI, which has taken nearly 15 months so far but is expected to last several more years before the hundreds of thousands of documents involved can finally be stored away in the vaults of Touche Ross, the liquidator.

However, the main activity is over. The liquidation, led by Brian Smouha, a Touche partner, has as good an idea as it is going to get of how much money is available for creditors. Nearly all those creditors who wish to come forward, have been traced: the corruption inside the bank had largely been matched by the illicit purposes to which some of its customers put their accounts. Hence their reluctance.

Touche originally estimated that there would be 310,000 eligible creditors in the liquidation, but only 50,000 took part in the Luxembourg vote, which suggests that less than 150,000 will ultimately share in any proceeds from the bank.

A favourable court decision means Touche should be able to repay those creditors between 30 and 40 per cent of their losses from the Abu Dhabi government's cash, injection and BCCI's remaining assets. The first dividend, of 10 cents in the dollar, is likely to come next summer.

Touche and the various international authorities are now coming to the point where they can begin to take stock of BCCI, in terms of what implications it holds for future conduct and supervision of international banks and liquidations.

The difficulties have been highlighted by the revelation that the Bank of England has asked the Serious Fraud Office to investigate allegations, said to be in the report of Lord Justice Bingham into the Bank's supervision of BCCI, that BCCI employees bribed Bank officials. The Bank has also been accused by a US Senate committee of hindering the closing down of BCCI.

The Luxembourg ballot is a good example of the inconsistencies rid-

BCCI highlights the riddles of international bank regulation



Signs of failure: creditors of BCCI will be lucky to get 40 per cent of the assets back

ding the present system. Abu Dhabi has offered between \$1.7 billion and \$2.2 billion towards creditors' claims, which are expected to reach \$10 billion. The figure may rise as more claimants rearrange their affairs to enable them to step forward.

The English and Cayman courts nodded through the plan. Luxembourg insisted on hearing what creditors had to say. But there are many thousands of creditors who had to be contacted, in dozens of countries, at their own expense, since ultimately all the costs of the liquidation come out of their pockets.

That has itself become another cause of contention. Touche's bill is over £40 million, and could be much higher by the time it folds its tents.

Keith Vaz, the Labour MP for Leicester East who has acted as a rallying point for many British Asian BCCI creditors, said: "Nobody can tell if Touche has overcharged, because they will not release their full list of costs. I am not saying that Touche should not be trusted, but there is no reason why their bills should not be examined." Mr Vaz wants the House of Commons industry select committee to enquire into the liquidation of BCCI, to draw up guidelines for all to see.

When such points are put to

Touche, George Westrop, the firm's public affairs partner, sighs and pulls out a well-worn sheet of facts and figures showing where much of the money has gone.

These show that staff in the Touche-Ross/DRT International network have been working on BCCI in 50 countries. So many descended on Abu Dhabi that they were able to negotiate a bulk discount with the Inter-Continental Hotel.

Critics have argued that the costs are so high partly because Touche insisted on seeking all but a handful of BCCI staff and stuffing the branches with their own people, several hundred of whom happened to be available at short notice. But Mr Westrop is quick to point out that this was essential, because nobody knew how far the fraud extended.

Mr Smouha said: "The BCCI that we found when we went in was in an even worse condition than we had expected. The assets which had been seriously eroded by losses over the years had lost further value as a result of the closure of the bank."

What is worrying is that even a firm of Touche's clout has had a hard time obtaining information about BCCI's assets, particularly in Third

World countries which can ill afford to kiss goodbye to deposits worth the equivalent of several hundred million pounds. Only a handful of insolvency practitioners could be considered for a liquidation of BCCI's breadth and depth. The number was cut down even further by the involvement of at least two other major international firms, Ernst & Young and Price Waterhouse, as auditors of the bank — a crossover that is always likely to occur in really big collapses.

So BCCI raises three broad insolvency questions. First, how can national insolvency rules be co-ordinated to give liquidators the right to obtain the information assets they need to ensure creditors receive as much of their money as possible? Second, how can a supervisory system be erected to monitor the liquidators' performance and verify their bills? Third, what can the authorities do to ensure that there is a pool of expertise, unhampered by conflicts of interest, ready to take charge of a failure in the vital early days following a collapse?

These were some of the issues being considered in Prague last month at the annual meeting of the association of European insolvency practitioners, AEPPI.

Neil Cooper, of Robson Rhodes, chairman of the international com-

mittee of Britain's Society of Practitioners of Insolvency and a councillor of the AEPPI, accepts that an international accord is a long way off. But he added: "Cases like BCCI and Maxwell lead to a massive change in awareness, as judges in more countries become confident that we are not going to prejudice the rights of creditors under their jurisdiction."

Mr Cooper points out that harmonisation of insolvency practice is going to require harmonisation of laws on such areas as contract and employment. And supervision of individual industries will have to be tightened.

On the banking front, the Basle Committee on Banking Supervision has spent the last few months revising its code of conduct to try and prevent another BCCI happening.

The committee, comprising the central banks of the Group of Ten leading economies, is meeting in Cannes with non-member central banks. Among other topics they are discussing a set of proposals designed to combine home-country control and host-country control in an attempt to provide some degree of belt-and-braces security.

Home-country control means that an organisation's country of origin or head office has supervisory power. Host-country control gives similar jurisdiction to the country where a branch is to be formed. These concepts have been used effectively for several years to break jams threatening to impede the European Community's single European market.

Once those overlapping powers are in place, the Basle committee wants the relevant authorities to have the right to obtain information and to "impose restrictive measures necessary to satisfy its prudential concerns... including the prohibition of the creation of banking establishments."

These proposals would certainly make it harder for a new bank with doubtful credentials to be set up in a new territory. But Third-World countries are again likely to be reluctant to agree a scheme which will make it harder for their national banks to earn foreign currency.

Meanwhile, the European Commission wants to raise the stakes even higher by introducing a single passport for EC banks, enabling them to open throughout the Community.

That will place tremendous responsibility on the EC's weakest supervisors not to allow a fool or a villain through its corner of the net. The danger of a lapse will increase as EC membership spreads east. The allegations about bribery of Bank of England staff underline the impossibility of designing an unbreakable system, but that makes it all the more important not to give dubious banks the right to roam.

Ultimately, the incompetent or crooked banker can still hide behind the best defence of all — national pride. If he can get his host country to endorse his company, attempts to prevent expansion abroad become bound up with diplomatic niceties.

No more effective trap for the unwary has been invented.

THE TIMES CITY DIARY

Healthy exchange

AT A time when everyone else in the industry is sitting tight, it is suddenly all change in the pharmaceutical sector. Robin Gilbert, long the lone healthcare star at James Capel will leave the firm before the end of the year — without, as yet, a job to go to — to be replaced by a team of three. The three men in question are Didier Cowling, from Nomura, and Peter Smith and Martin Hall, from UBS Phillips & Drew. "Healthcare represents 10 per cent of the UK market and we have reached the conclusion that we really need to have a team rather than an individual," says James Capel spokeswoman Marjorie Sammet. "Robin is someone who prefers to work on his own and with a smaller firm he will do very well. It is all very amicable." Nomura has simultaneously expanded its coverage of the sector, replacing Cowling with two analysts, Mark Clark and David Grogan. They will both work alongside Norwegian Erling Reismus. A delighted Nomura spokeswoman said: "We have been looking for a team for a while and they finally signed on Tuesday."

Channon catch

NOMURA International, delighting in the fact that it is now expanding, at a time when most western firms are contracting, has added yet another head to its payroll, in the equity derivatives department. After admitting that he was an individual it had been



courting for many months, the firm yesterday announced it had recruited Gary Channon from Goldman Sachs, who will join as an associate director in that department with responsibility for European derivative trading and European programme trading. The firm explained its new expansionary mode by pointing out that the Tokyo market had fallen, the warrant market had similarly fallen away and that 18 months ago a decision was taken to diversify away from Japanese products. Tim Keating, head of equity derivative products, said: "This is another step towards our aim of creating a broad-based equity derivatives operation delivering value-added structured products to our customers."

Blues for Green

WHEN Laurence Keen dealer Beryl "Bebe" Green and her new husband Raymond Gayler return from their honeymoon later this week they will discover that their wedding celebrations are far from over.

After being inadvertently renamed Bebe King in this column yesterday, Green's many City friends are now planning a special rhythm and blues night in her honour. "It looks as if her nickname is about to get even longer," laughs long-time friend Elizabeth Sullivan, once a fellow blue button with Green on the Exchange floor.

Feint hopes

ONE group with few hopes of Norman Lamont's big speech today are members of Britain's blighted construction industry who made a sad bunch at the Tory party conference yesterday. The Building Employers' Confederation, which usually takes a stand in the hall, proclaimed itself too poverty-stricken to pay the entrance fee and resorted instead to driving up and down outside in a double-decker bus. Meanwhile, the five big firms — Wimpey, Trafalgar House Construction, Taylor Woodrow, Whitmot Dixon and Kyle Stewart — which usually take individual stands gathered instead under the joint umbrella of the Chartered Institute of Building. All five were expectantly awaiting the traditional prime ministerial visit and were dismayed when John Major passed them by. "We were told it was for security reasons but Margaret Thatcher always made a point of talking to us," said one affronted senior construction man. "We were hoping for some good news on house building. This is a really bad omen. The only cabinet minister who talked to us was Kenneth Clarke."

CAROL LEONARD

Charitable review

From the Director General of the Leonard Cheshire Foundation
Sir, Alec Reed's excellent article (Accountancy Times, October 1) is a very well reasoned critique of the illogical and outdated state of the accountancy and tax rules for charities, large and small, old and new. The time for a review is due.

Such a review need not be, as is so often assumed, counter-productive to a government whose need for fiscal revenue sadly seems to be on the increase. Rather it should reflect as much on the needs of the truly charitable as upon the abuses of those who cover their self-indulgence under a charitable cloak.

The 1992 Charities Act has grasped the nettle, but with a very thick glove. An opportunity missed need not be an opportunity lost.

Yours truly,
JAMES STANFORD,
Director General,
The Leonard Cheshire Foundation,
26-29 Maunsel Street, SW1.

Homes and jobs

From Mr John Moir
Sir, The article on home ownership and price increases in the bombed-out property market (September 23) does not make enough of an issue of unemployment. Interest rates can fall to 2 per cent or less, but people will not commit themselves if they do not have job security. The market will not improve until people can rely on being in regular employment. All other factors are irrelevant.
Yours faithfully,
JOHN MOIR,
131 Honeywell Road, SW11.

Travellers are safe with Abta

From the chief executive of The Association of British Travel Agents
Sir, The letter from Mr William Heath (October 1) on the protection offered by the CAA to travellers in fact only goes part of the story in response to Mr Lerner's earlier suggestion of client accounts.

The CAA licensing system provides financial protection against the financial failure of a tour operator with an airline-based package holiday programme. The Association of British Travel Agents (ABTA) provides a parallel bonding system for overseas package holidays based on surface transport. All tour operators members of ABTA are therefore bonded for their overseas package holiday programmes. With the implementation of the EC Directive on Package

Oldest Irish bank

From Mr Oliver Kehoe
Sir, I refer to your editorial headed Punt Pressure on September 29.

You refer to the decision by Bank of Ireland to raise short term facilities by 3 per cent and in fact this should read Central Bank of Ireland.

Bank of Ireland did fulfil a role as central banker similar to the Bank of England until 1942 when this function was taken over by the newly formed Central Bank of Ireland. Bank of Ireland is Ireland's oldest financial institution, being established by Royal Charter in 1783 and unlike its cousin in Threadneedle Street, entered joint stock banking with the other commercial banks in the 1820s and currently has an extensive network in Ireland, the United Kingdom and three subsidiary companies in North East America. Apart

from the foregoing, I agree entirely with the substance of your article.
Yours faithfully,
OLIVER KEHOE (Manager),
Bank of Ireland,
33 London Road,
Kingston upon Thames,
Surrey.

from the foregoing, I agree entirely with the substance of your article.
Yours faithfully,
OLIVER KEHOE (Manager),
Bank of Ireland,
33 London Road,
Kingston upon Thames,
Surrey.

Brain power

From Mr David Watt
Sir, May God preserve us from more Whitehall brain power devoted to helping industry (September 28).

It would be better the mandarins of Whitehall applied collectively for a voluntary winding up order before the remaining manufacturing businesses in this country are faced with enforced receivership.
Yours faithfully,
DAVID WATT,
Brook House, Burn Close,
Oxshott, Surrey.

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THE TIMES UNIT TRUST INFORMATION SERVICE

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Shares rally extended

ACCOUNT DAYS: Dealings began October 5. Dealings on October 16. 5 Contango day October 19. Settlement day October 26. Forward bargains are permitted on two previous business days. Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

Portfolio Plus

From your Portfolio Plus card check your eight share price movements on this page only. Add them up to give you your overall total and check this against the daily total and check this against the daily total and check this against the daily total.

No.	Company	Group	Share
1	Wm. Foods	Food	100
2	Wm. Foods	Food	100
3	Wm. Foods	Food	100
4	Wm. Foods	Food	100
5	Wm. Foods	Food	100
6	Wm. Foods	Food	100
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39	Wm. Foods	Food	100
40	Wm. Foods	Food	100

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E1,000 MATCH THE SHARES

If you have ticked off your eight share prices on this page, claim your prize by telephoning 0254 53272 between 10.00am and 5.30pm (see the Sunday Times for full details).

Four winners shared the Portfolio Plus prize of £2,000. Mr R. S. Suter of Parkdale, Lancs; Mr R. A. M. of Chichester, London; Mr O. B. O. of Addlestone, Surrey; and Mrs R. Schofield of Derby.

BANKS, DISCOUNT, HP

No.	Company	Share
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BREWERIES

No.	Company	Share
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35	Wm. Foods	100
36	Wm. Foods	100
37	Wm. Foods	100
38	Wm. Foods	100
39	Wm. Foods	100
40	Wm. Foods	100

BUILDING, ROADS

No.	Company	Share
1	Wm. Foods	100
2	Wm. Foods	100
3	Wm. Foods	100
4	Wm. Foods	100
5	Wm. Foods	100
6	Wm. Foods	100
7	Wm. Foods	100
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15	Wm. Foods	100
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19	Wm. Foods	100
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23	Wm. Foods	100
24	Wm. Foods	100
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26	Wm. Foods	100
27	Wm. Foods	100
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29	Wm. Foods	100
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37	Wm. Foods	100
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39	Wm. Foods	100
40	Wm. Foods	100

No.	Company	Share
1	Wm. Foods	100
2	Wm. Foods	100
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4	Wm. Foods	100
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7	Wm. Foods	100
8	Wm. Foods	100
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35	Wm. Foods	100
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37	Wm. Foods	100
38	Wm. Foods	100
39	Wm. Foods	100
40	Wm. Foods	100

BUSINESS SERVICES

No.	Company	Share
1	Wm. Foods	100
2	Wm. Foods	100
3	Wm. Foods	100
4	Wm. Foods	100
5	Wm. Foods	100
6	Wm. Foods	100
7	Wm. Foods	100
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36	Wm. Foods	100
37	Wm. Foods	100
38	Wm. Foods	100
39	Wm. Foods	100
40	Wm. Foods	100

CHEMICALS, PLASTICS

No.	Company	Share
1	Wm. Foods	100
2	Wm. Foods	100
3	Wm. Foods	100
4	Wm. Foods	100
5	Wm. Foods	100
6	Wm. Foods	100
7	Wm. Foods	100
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38	Wm. Foods	100
39	Wm. Foods	100
40	Wm. Foods	100

DRAPERY, STORES

No.	Company	Share
1	Wm. Foods	100
2	Wm. Foods	100
3	Wm. Foods	100
4	Wm. Foods	100
5	Wm. Foods	100
6	Wm. Foods	100
7	Wm. Foods	100
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37	Wm. Foods	100
38	Wm. Foods	100
39	Wm. Foods	100
40	Wm. Foods	100

ELECTRICALS

ELECTRICALS		
45	Elco Electric	18
108	ACT Corp.	138
197	Elco Electric	132
201	Elco Electric	132
204	Elco Electric	132
209	Admiral	103
210	Admiral	103
211	Alphacomp	111
212	Alphacomp	111
213	Alphacomp	111
214	Alphacomp	111
215	Alphacomp	111
216	Alphacomp	111
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BUSINESS TRAVEL

Executive travellers want more for less

British companies spend £18 billion a year on business travel and related expenses as they search Britain, Europe and beyond for the contracts and deals which could keep them afloat in the teeth of the recessionary gales.

Despite the belt-tightening that is the inevitable consequence of falling consumer demand, few could afford to ignore the potential benefits which can come only from face to face meetings with clients.

Surveys indicate that although expenditure on business travel is dropping — down by about 5 per cent so far this year — the number of people travelling on business has remained almost static and may already be on the increase. Between 1990 and 1992, the total amount spent on business travel and related expenditure dropped from £20 billion to £18 billion.

There is still a long way to go, however, in enabling companies to maintain the level of important business travel while reducing its cost, as business travel managers from the major companies such as American Express, Thomas Cook, Wagon-Lits and the 40 members of the Guild of Business Travel Agents are constantly telling their clients and the thousands of firms which still do not have a formal travel policy.

It is estimated that only 52 per cent of British travel companies now have a written travel policy document, although 43 per cent have a travel manager and 80 per cent an appointed travel agent. Overall, 80 per cent of British managers now consider it important to monitor their travel costs and to negotiate corporate discounts, but that still leaves a surprising one in five who apparently do not care how much they spend on business travel or will not change their old habits and hierarchical views about "perks" for senior staff.

The travel business is evolving more attractive and economical packages to woo and keep customers during the recession, writes Harvey Elliott

British company directors, for example, are still the most status-conscious in Europe. American Express discovered in a Europe-wide survey last year that 35 per cent of British company directors were entitled to first-class air travel, compared with only 19 per cent in France. Sixty per cent of British senior managers flew in business class, compared with only 42 per cent of their German counterparts.

The top directors in Britain also demanded the best from hotels, with 79 per cent staying in four or five star accommodation, compared with only 33 per cent of French directors at the same level. The British were beaten, says Amex, only by the Swiss, 87 per cent of whom demanded the highest standard available.

Already there are signs that this is changing and more business travellers are "trading down" — choosing cheaper hotels and especially economy flights. A new survey now reveals that only 12 per cent of British board directors fly first class on short flights, and 25 per cent on long flights. While this is of particular concern to hoteliers and to the airlines, whose all-important yield is being undermined by the trend away from business-class and first-class travel, it is clearly better for the balance sheets of companies which have to send executives abroad.

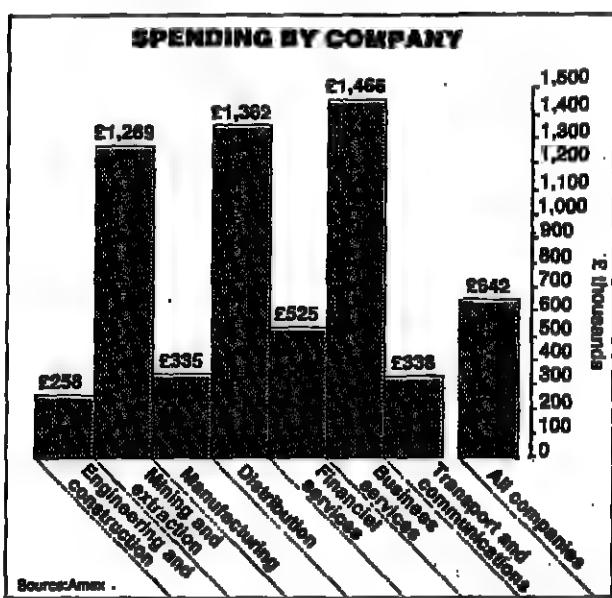
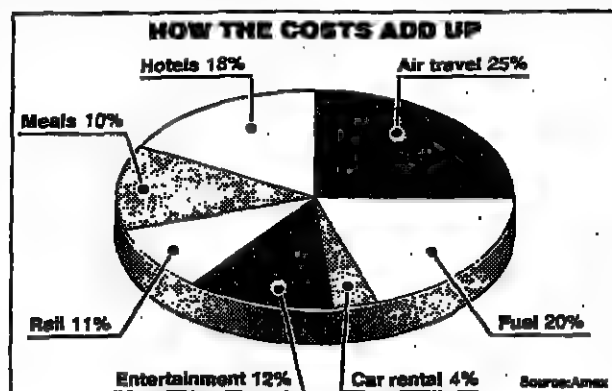
"Many British companies have found that by a combination of setting down clear travel policy guidelines, using appropriate payment methods and careful buying of travel services, they can cut costs without lowering the quality of the service to the traveller," says Jim Jamison, vice-president of American Express

Travel Management Services. "But there are still thousands of British companies that are not benefiting from the savings such actions bring."

Air travel accounted for the largest share of business expenditure last year — 25 per cent or £4.5 billion — and the vast majority of industrialists believe this will go up faster

than their revenues over the next few years. Already 37 per cent of business travel expenditure goes on foreign travel, worth £6.7 billion a year.

Service companies, such as advertising agencies and public relations firms, are the highest spenders, averaging £1.47 million per company last year, compared with engi-



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neering and construction firms, which spent only £258,000 each. As the recession has especially affected engineering and construction, these companies are likely to spend even less over the next few years.

"Business travel expenditure is unlikely to increase until the economy improves, and that could easily indicate another couple of static years for business travel," says Bill Kirkwood, head of sales and marketing at Thomas Cook travel management. "There will be more people travelling, but that will not create an increase in expenditure as the trend is towards travelling less expensively and making the travel budget work harder."

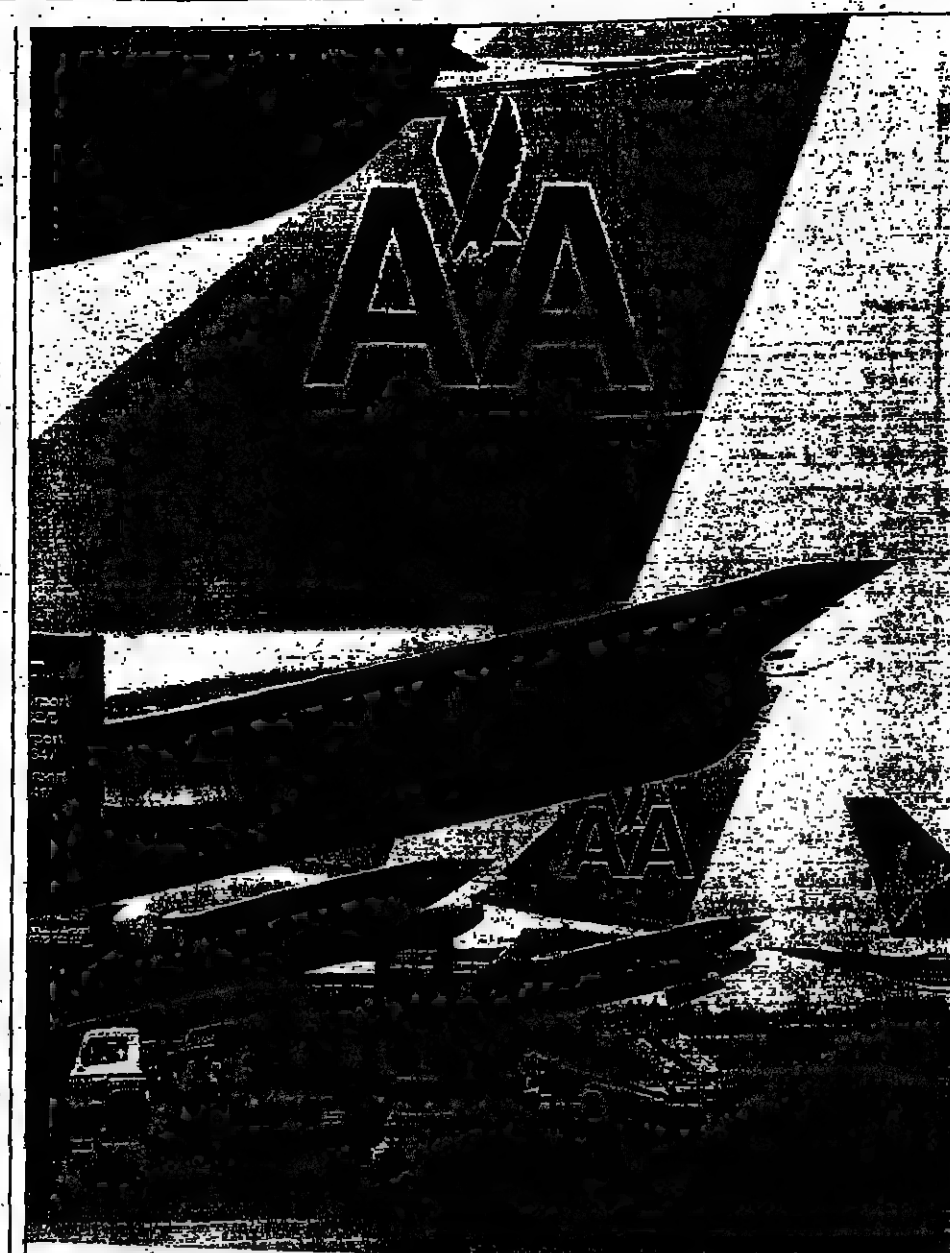
His company now guarantees to find the cheapest fare available on any particular route within the traveller's criteria. It has also targeted smaller companies, those spending less than £600,000 a year on business travel, by using Thomas Cook's purchasing power to obtain the best deals from airlines, hotels and car-hire companies, providing a full travel management service and detailed accounts. This way, it claims, it can reduce travel costs by at least 10 per cent without reducing the standards of flight or accommodation the client enjoys.

Thomas Cook is not alone in constantly forcing airlines, hotels, car-hire companies and even restaurants to push down their charges. This again brings problems for the airlines, hotels and car-hire firms which have become used to executives providing the bulk of their profits. So they in turn are looking at ways of improving efficiency, reducing their own costs and exploring new ways of maintaining their yield. Many large hotels, for example, had until this year resolutely set their faces against giving discounts. As a result occupancy has fallen.

Now they are having to use ever-more sophisticated marketing and yield management techniques to attract customers. Mid-priced hotels are booming in comparison to the larger, luxury market, by providing all the facilities demanded by a businessman without the frills which so often provide additional comfort with no noticeable benefit to the business traveller.

Hotels of all sizes are increasingly learning to make readily available the facilities demanded by women business travellers who now make up 17 per cent of the market, while even the smallest are joining with others to create marketing groups linked by sophisticated computer reservation systems to enable them to pass clients on from one to another.

However deep the recession becomes, it is clear that businessmen and women will continue to travel. They will want comfort, efficiency, modern communications, speed and the highest possible standard of service. And above all they will want to pay less than they have in the past.



American Airlines and Virgin have very different incentives for regular passengers

Loyalty on the wing

Many are the ways to entice the frequent flier, says

Steve Keenan

category of membership, with even more rewards.

"You can identify the most frequent fliers and entice them to fly with you again and again," says Brian Lalor, who is European sales planning manager at American Airlines.

British Airways senior manager Richard Mound adds: "You don't want to waste money giving benefits to people who do not actually fly very frequently. We wish to give incremental levels of service to our frequent fliers."

By definition, travellers lose out by belonging to two, or more schemes, splitting their flights between them. Hence the rush to sign up new members now. "There is a limited opportunity, so it is important to get people in now," says Mr Lalor.

British Airways launched its "Latitudes" programme last year. It was no coincidence that this came at just the time that American and United bought the US-UK networks of TWA and Pan Am respectively, so gaining entry to Heathrow. In March BA also launched its Executive Club in America, which now has 35,000 members. The British "Latitudes" scheme has been renamed Executive Club too, and has 325,000 members.

Some airlines co-operate in areas where they are not in direct competition. For example, BA travellers to Africa and the Middle East can now earn AAdvantage points, while AA travellers in the American domestic market can earn Latitudes points.

With both Virgin and British Midland having introduced schemes — "Freeway" and "Destinations" respectively — Britain is well ahead of other European countries in responding to American carriers' programmes.

Aside from cultivating its most lucrative customers, the power of extra miles can be used in other ways. For example, double, triple or even six-fold awards can be offered to boost sluggish seasonal or new routes. Virgin is currently offering 40,000 miles to new and existing members taking their first "upper class" transatlantic flight, enough miles to fly again on any of Virgin's five American routes.

The schemes offered by the major airlines are remarkably uniform and predictable. The exception is Virgin Atlantic, which has never been slow to break the aviation mould. Among its offers are hot-air-balloon rides, visits to health clubs, flying lessons, power boat racing, golf tuition and photo safaris, as well as the usual free flights.

Marketing director Chris Moss claims that "the last thing heavy fliers want to do is get on another plane. Our Freeway scheme was born because we found that while people are attracted by the idea of a free ticket, they have quite a different view when they came to redeem it."

Hotels are learning that women want more than frills and gimmicks

Making room for businesswomen

Loudmouthed Lotharios propping up the hotel bar are just one hazard awaiting today's unsuspecting solo female business traveller. She may also have to contend with the loathe-noted maitre d' who reckons that every unchaperoned female is on the game, the barman who thinks it is alright to make a pass over the salted nuts, and the porter who utters an ear-splitting "Room 212, was it, love?" within earshot of the newly-arrived party of French rugby players.

The hassles and headaches faced by lone women executives have been tirelessly documented in recent years. While some have yet to be resolved, most have at least now been recognised by commercially-minded hoteliers, aware that they ignore the needs of female guests at their peril.

Research shows that practical extras are worth a hundred times more than feminine frills and gimmicks to today's well-travelled female executives. They would sooner have a chain on the door than roses, chocolates and pink decor.

While most leading hotels have now managed to provide skirt hangers, well-lit mirrors, hairdryers and secure door-locks, scarce features five years ago, many have failed yet to address the more subtle needs of female guests. There is considerable scope for the

restyling of intimidating bar areas, building of more in-house fitness facilities (statistics show that women are less likely to go out at night than men), toning down of macho brown leather decor and provision of lighter meals than the standard meat and potatoes.

"Women have told us time and again that they do not want to be singled out, just treated equally," says a Washington spokeswoman for Marriott Hotels & Resorts. "Their concerns are of a more practical nature than feminine decor. They are concerned about having to negotiate dark corridors and the need for full-length mirrors."

Marriott and other top chains have tackled the problem by adding room features designed to make the stay smoother for guests of either sex. These include a wider range of soaps and skincare toiletries, sewing kits, multi-use hangers and sphygmometers. Tables designed for single diners — complete with reading lamp, notepad and magazines — have also proved a success.

Holiday Inn, which expects female clientele to make up

half its corporate traffic by the turn of the century, has launched a special training programme aimed at improving service and enhancing security for solo female guests.

Women are promised prompt attention in reception, bar and restaurant areas, a choice of room location, and the option to have external telephone calls screened. A 24-hour helpline is available for emergencies.

Hotel designers also acknowledge that women now make up an estimated half of all business traffic in America and more than a fifth in Britain. Yesterday's officious-looking rooms with steel lamps and tobacco-brown swivel-chairs have given way to pastel rag-washed walls, country-house fabrics and soft sofas, features that make both sexes feel more comfortable.

Britain's Forte Crest chain has bucked the trend away from conspicuously branded products aimed at women, and confidently markets Lady Crest rooms at all of its

28 UK properties. These feature brighter, lighter decor, a bigger bed, fresh fruit, a selection of women's magazines and a dedicated range of toiletries.

Practical extras include an adjustable make-up mirror, iron and ironing-board unit, smaller hangers and a sphygmometer and a dead-end on the door. Newly refurbished rooms are fitted with an L-shaped desk/dressing table with a flip-up lid concealing a mirror, dual-speed hairdryer and desk-tidy ideal for storing toiletries.

Staff have also been trained to remain discreetly attentive to the special needs of unaccompanied female guests. They are seated at the side of restaurants rather than in the middle, offered reading material in bar areas, and escorted to their rooms.

Take-up rates are high, says the chain — and not just by women. "Men often ask if we have a Lady Crest room free," Graham Craddock, Forte Crest marketing manager, says. "Whether it is the bigger beds, the decor or the chance to read women's magazines from cover to cover we are not quite sure. It is not that they are all great big softies. It is just that at the end of the day men probably want much the same from their hotel room as women."

MARION COTTER



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Relaxing: a film dispels the boredom of a long flight

Work and play on the journey

Competing airlines are providing entertainment and even phones

Business travellers now fly in 600mph movie houses showing thrillers, spaghetti westerns, comedy films, cartoons and cinema classics. Leading air carriers are offering options that enable passengers to catch up with the television soaps, play space invaders on a 40-game video tray table, tune in to an hour of Bach or watch live news bulletins.

Airlines already supplying their business-class travellers with as much champagne and truffles as they can consume are turning to seatback video libraries and four-page audio menus to win customers.

Even these impressive investments will be dwarfed by the sums to be spent during the next ten years. Before the end of the decade, air passengers will probably be able to press buttons on their personal consoles to call for drinks and duty-free, check share prices, hire cars at their destination and order flowers.

Telephones, already offered on transatlantic flights, could be joined by laptop computers on hire and access to fax machines for the workaholic.

Surveys by the World Airline Entertainment Association confirm that about half of all passengers watch video programmes during their flight. Business travellers favour news, followed by comedy, sport and documentaries.

The airlines realise that some passengers want a peace-

ful sleep and loathe the idea of flickering screens and cabin muzak. For them, headphones offering canned silence free of engine drone will soon be available.

Virgin Atlantic became the world's first airline to provide individual television screens for all passengers on wide-bodied jets last summer. Its fleet of B747s is equipped with seat-arm televisions in upper and mid class, and seatback units in economy. All have six channels, featuring films, music, comedy, sport and children's programmes, together with a Skyshow presented by Jonathan Ross. Virgin offers in addition 12 audio channels providing music ranging from Japanese pop to New Age.

Cathay Pacific is also setting the pace for inflight programming. Every B747 in its fleet is being equipped with the aerials and software to receive the BBC World Service.

American carriers intending to install personal videos include American Airlines, which has fitted screens in seat consoles with armrest controls in first-class cabins.

Programme producers expect more use of computer games. "We envisage passengers playing each other individually and in teams," says Neil Myners, a producer with the market leader Inflight Productions.

MARION COTTER

Millions are being spent by competing airports, says Harvey Elliott

Officials at Birmingham airport could hardly contain their excitement last month when British Airways announced it was to begin scheduled international flights from there in March. Bob Taylor, the managing director, says: "Having responded to the needs of the Midlands business community in establishing the case for direct transatlantic services, we now depend on those same people to support the route by using it regularly."

Business travel from airports is now big business and vital to their success. To attract businessmen to the regions, airports such as Manchester, Leeds and Birmingham have spent millions developing new terminals and installing the latest navigation equipment to ensure a quick and smooth passage for the business passengers who now use the main London airports.

Naturally, perhaps, the London airports are battling to retain and, if possible, increase their market share. In January Heathrow introduced three new car parks for the business traveller. They are intended for the executive staying away for three days and are closer to the terminals than the long-term car parks. Frequent mini-coaches provide a rapid transfer to the check-in areas. Heathrow is so confident that this will be made to work by APCOA, Pink Elephant and Park & Fly, the three competing operators, that it pledges that if transfer takes longer than 15 minutes customers will receive a day's free business parking or a £10 airport shop voucher.

Heathrow wants check-in and security to take no longer than 20 minutes and guarantees that airport shop prices will never be higher than those in the high street.

Heathrow has a business



The right connection: the train link to Victoria is one of Gatwick airport's attractions for the business traveller

centre, which moves to new and bigger premises in the Queens Buildings in April. Bureaux de change will operate 24 hours. Traveler is already in Terminals 1, 2 and 3, and Thomas Cook is to open its second office in Terminal 4. Exchange rates will

not vary by more than 1 per cent from high street bank rates, and fixed commission will be no more than £15. In the year ending March 1992, 42 million passengers used Heathrow, the world's busiest international airport. Of these, 28 per cent were British-based

business travellers, and 23 per cent were foreign business travellers.

At one time airlines and passengers complained that BAA ignored their demands. Sir John Egan, the chief executive, has now set out the new policy: "We are seriously

committed to being a world leader in standards of customer service. BAA is very firmly a customer-driven business, and all our activities are in response to what our customers tell us they want."

Gatwick is trying to raise its profile among business travel-

lers, particularly those in its catchment area who would find it easier to use the airport yet fly from Heathrow. About 20 per cent of Gatwick's passengers are on business, attracted perhaps by the rail link to Victoria and the range of nearby hotels offering business and conference facilities.

Next month, Gatwick starts "Fast Track", giving priority treatment to travellers in first and business class. The service will offer dedicated security and passport control, desks at Traveler and Thomas Cook bureaux de change for collecting pre-ordered foreign currency, and "Fast Track" check-out tills in duty-free shops. Gatwick hopes passengers will save up to 30 minutes on short trips and 45 minutes on the long hauls.

Gatwick is also close to completing improvements to its domestic facilities, costing about £1 million, which will provide larger gate lounges for Air UK, Dan-Air and Aer Lingus.

The airport has linked with leading travel agents to give incentives. Wagons-Lits, the business travel specialist, will provide anybody booking flights from Gatwick with:

- Free upgrades from standard to first class on the Gatwick Express.
 - A free Apex ticket with Dan-Air when booking a Class Elite return flight.
 - Free car valet and parking with all Virgin Atlantic Mid-Class flights.
 - Free accommodation at the Gatwick Hilton when flying Continental Airlines first or business class.
 - Free hotel room upgrade when staying at selected Best Western Hotels in European destinations.
 - Free use of BA club lounge with all BA full-fare world traveller tickets.
 - Free car-hire upgrades with Europcar.
 - A £5 saving when spending £30 or more at Gatwick duty-free and tax-free shops.
- Stansted is competing by offering a 20-minute check-in time, a short-stay car park, coach and railway stations three minutes from check-in, and a half-hourly service to and from London.

BA spends £100m to pull the customers

British Airways is spending £100 million on "Club World", a campaign to woo business travellers, Harvey Elliott writes. The airline has seen a drop in its yield — the amount spent per passenger — as companies have ordered executives to travel economy rather than business class.

The airline aims to prove it can offer a service so good that business travel managers will be willing to pay the extra to ensure that their staff arrive in good shape.

Airline offers comfort to people escaping the office

More than £70 million of the money will be spent on improved seating and entertainment, new lounges and a complete refurbishment of the interior of Concorde.

When Club World was introduced five years ago it set new standards of comfort and service but has now been copied by almost every rival airline. BA

believes that business people in the 1990s want to use their journeys to escape the stress of the office. The airline has therefore changed the Club World seats so that passengers can sleep in comfort.

For those who do not want to sleep, there is a new eight-channel video system providing a constantly updated selection of films.

Airport lounges have been redesigned, to provide a hotel-like atmosphere.

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TRANSWEDE

October 1992

From karaoke kits to faxes, hotels are relying on technology to entice guests, Marion Cotter reports

A song at bedtime

Work-weary guests tired of doing battle in Japan's frenetic capital have the ultimate way to unwind at Tokyo's New Otani hotel. They can simply head upstairs with milk, backing music and lyric sheets to croon *My Way* and *The Green, Green Grass of Home* to the bedroom mirror.

Wooing travellers through the front door with the promises of personal karaoke kits may sound a touch bizarre, but it illustrates how hotels worldwide are harnessing the latest technological tricks to stay ahead of the pack. Dual-line telephones, dedicated computer modems and in-room faxes are fast becoming *de rigueur* among market leaders keen to capture a bigger share of the business travel trade.

Ten years ago, a mint on the pillow and a basket of bath-room toiletries said it all. Now, electronic knick-knacks have succeeded such niceties as the 1990s' hotel extras with cash, and in-house gadgets, rather than creature comforts, could soon dictate where the bulk of the business goes.

Beside remote controls now enable guests to switch TV channels, turn up the temperature, scroll through multilingual breakfast menus and draw the curtains without stirring from under the sheets.

In-room work stations have already become the hallmark of today's pace-setting properties. Far Eastern hotels are not surprisingly in the vanguard of the high-tech hotel revolution. Dynasty Club guests at the New World Harbour View in Hong Kong can now play a laserdisc video while tapping into their laptop PCs or dashing off a fax. Every room is fitted with a Teletext system capable of relaying messages in several languages to other guest rooms, as well as showing up-to-the-minute travel and airline information.

At the nearby Kowloon hotel, an in-room electronic business system acts as the monitor for desktop word-processors,

as well as relaying weather reports, messages and city information.

In the lobby is an even more valuable piece of high-tech gadgetry: a computerised directory which prints out the address of the customer's next meeting in Chinese characters, ready to hand to the cab driver.

Hotels in Eastern Europe, once the butt of many a derisive joke from guests obliged to eat around their own soap and bathplugs, are now equipped with some of the latest technology, as Western chains scramble to gain a foothold in what looks set to be the biggest growth market of the 1990s.

Push-button satellite TV, in-room computer modems and business centres able to translate contracts at the drop of a hat are quite common in the luxurious new crop of joint-venture properties coming on stream in Moscow, Prague and Warsaw.

Hotels in Western Europe are not being left behind in the race to install the latest computer wizardry. Newly refurbished rooms at Forte Crest's network of 28 UK hotels have modems for laptop PCs, auto check-out facilities and free satellite TV. Copthorne plans to double the size of its European portfolio by 1995.

The chain's new Stuttgart hotel, due to open late next year, will boast an 1,800-seat auditorium in addition to a 2,000 sq metre sports complex, and executive rooms fitted with the latest user-friendly technology.

Technology is also being used to tighten hotel security. Digital sales, video watchdogs and electronic key cards programmed for each guest are now in use in many leading properties to make visitors less vulnerable to break-ins.

Whether tomorrow's hotel guests tire of pushbutton living and will start to yearn for good old-fashioned home comforts remains to be seen.



Do not disturb: a fully-equipped office in a business suite at the Copthorne Tara hotel in Kensington, west London

Unlike holidaymakers, business travellers must find their own insurance

Make it a policy to get cover

When you book a holiday, most travel agents will automatically offer you an insurance policy. With some tour operators, the insurance may even be obligatory. Regular business travellers rarely encounter such determined efforts to sell them a policy. Whereas agents provide around 90 per cent of holidaymakers with insurance, most specialised business travel policies are sold directly by insurers or brokers.

Pickfords Business Travel is one of the exceptions among travel agents. It sells around 400 specialist business policies a year, either to individuals or to companies holding accounts. Both Hogg Robinson and Thomas Cook used to sell

specialist business policies but now offer only the standard holiday package. "We found there was no market for it. Larger companies make their own arrangements with insurers, or self-insure, and smaller businesses are just as happy with a high quality all-round travel policy for each trip," said Bob Clark, insurance manager at Thomas Cook.

If a business traveller is not satisfied with a normal holiday policy, business policies to

cover individual trips are available from brokers.

But most specialist business policies, like that offered by Pickfords, are annual policies either sold to companies along with all their other insurance arrangements or sold to individual employees to cover them for the whole year.

Crispin Speers & Partners estimates that if five employees travel to the US at least 15 times a year between them, its Annual Protection Plan at

£520 would save them money. "The other advantage is that travellers do not have to worry about insurance every time they go away," said David Stirling, a director.

Annual policies are either adjustable or non-adjustable, and premiums usually depend on the geographical zones covered. With adjustable policies, policyholders estimate the number of journeys beforehand and then pay more or receive a rebate when the total is calculated at the end of the year. Non-adjustable policies either have a pre-arranged limit on the number of journeys or cover any number of trips.

ANA NICHOLLS

Taking trains to market

Rail managers are turning to promotions to reverse their losses

InterCity, the national passenger network, is confronting one of the most formidable marketing challenges faced by rail managers, as it struggles to make ends meet during the worst economic downturn since the Great Depression. It is now having to explore new ways of enticing passengers back on to the railways, in a desperate attempt to halt, if not reverse, the accelerating tide of losses.

Fighting the recession successfully, at least as far as InterCity is concerned, has become a matter of commercial survival. With InterCity's operating surplus slashed to £2 million, down from the £49 million registered last year, and income expected to fall by a further £50 million by the end of the current financial year, managers are going to have to pull off some pretty effective economies and promotional schemes if the network is to remain in the black for the fifth successive year.

With little room left for cost-cutting, it is clear that most management effort will focus on rail travel promotions designed to bring about substantial increases in both business and leisure travel.

With the introduction of the winter timetables on September 28, InterCity launched a direct mailshot to the estimated 200,000 business executives on the company's database. This gives details of an offer that business executives will find hard to refuse. By buying a first-class ticket, passengers will be entitled to a voucher enabling two people to travel first-class for the price of one at the weekend. In addition, InterCity will be giving away complimentary copies of the latest John Grisham novel, *The Firm*, in an effort to highlight the comfort and relaxing nature of rail travel.

From November, InterCity plans to boost the appeal of rail travel by extending the range of offers to include discounts on hotels and theatre and



In touch: many trains are equipped with telephones

opera tickets, in the hope of generating extra business. The package of travel incentives will be accompanied by a series of television advertisements made by Saatchi & Saatchi, aimed at a wide national audience.

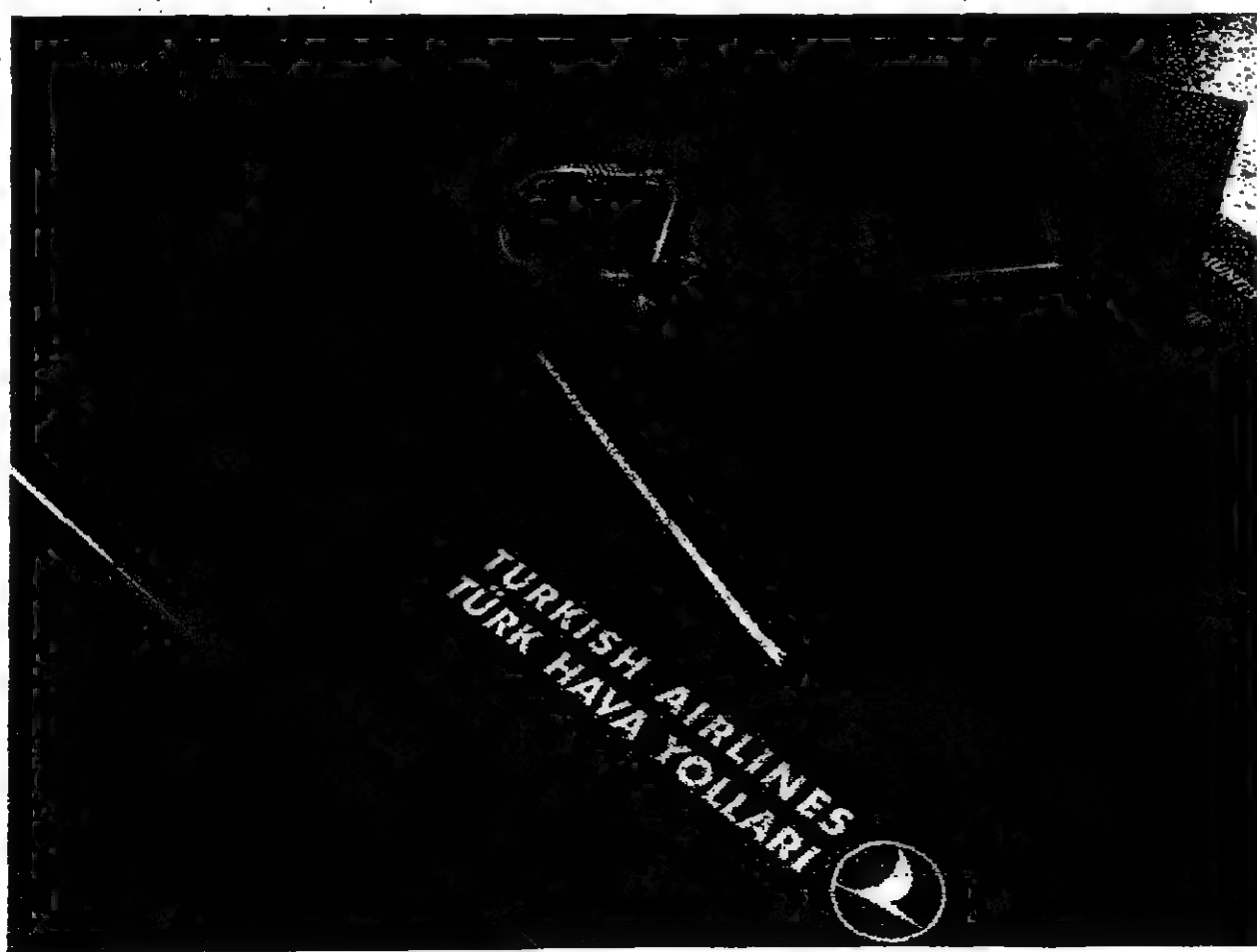
Also to be extended — for a further 12 months — is the InterCity-Boots promotion, which offers customers spending £5 or more in Boots shops a voucher enabling two people to travel on longer-distance journeys for the price of one.

Unveiling InterCity's new plans to boost rail travel, Chris Green, the network's managing director, said last month: "There are limits to how much we can achieve by cutting costs while delivering a high-quality rail network. But InterCity is determined to fill empty seats and win back lost income."

The package of promotions embraces a variety of extra travel incentives, including up-graded catering facilities, telephone ticket sales, and additional staff to help passengers at key stations. Some observers see in all this an attempt by InterCity managers to sharpen their entrepreneurial skills before embarking on a management buy-out under the government's rail privatisation plans.

MICHAEL DYNES

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TURKISH AIRLINES

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Tickets react smartly



On time: the introduction of automatic tickets will benefit passengers and the airlines which will be able to cut turnaround time for aircraft

Delays at airport check-ins should soon be cut, reports Steve Keenan

Rapid developments in "smart" airline tickets are under way to ease the passage of executives through congested airports. The tickets should save 50 minutes on a 747's present turnaround time of four and a half hours. The number of automated tickets has consistently risen in recent years: some 76 per cent of the 15 million issued in Britain last year were printed out by a computer-reservation system. The other 24 per cent were hand-written. But while automation makes transactions quicker for the travel agent, it has not helped the customer to get on a plane any faster. Next month, however, this should be revolutionised. Britain's biggest computer reservation system, Galileo, will start testing the Automatic Ticketing and Boarding Pass (ATB 2) through a business travel agency outside London. The ATB 2 is similar to a standard ticket but has a magnetic strip on the back. At check-in, the airline will scan this and, as fewer key-strokes will be required, check-in time should be reduced by about 12 seconds. This may not sound much, but it is a considerable saving when there is a big plane to fill.

The first version of the ATB ticket has been widely used in America, but Britain is the first country to test the new type. British Airways has led the field. Its Eurohub airport at Birmingham is the world's first to be fully geared for the

ticket's introduction. While Galileo will launch the ATB 2 to travel agencies, BA has already been issuing it in its own reservations offices. The airline has also set itself a schedule of introducing the equipment in its terminals worldwide. Paris was linked in June, followed by Heathrow's Terminal 4 in July. Other airports and airlines will quickly follow.

BA and Galileo staff are working side by side on the project. Carl Holton, Galileo's UK Head of Marketing, said: "This system will replace current tickets, but the key benefit should be to enter the airport terminal and get on a plane sooner. That will only happen, however, where airlines deploy ATB readers."

For IATA agents and airlines, the system is all about improving service and streamlining the accounting systems. Only airlines or IATA agents can issue tickets, and the two work closely together, linked by the computer reservation system. The majority of Britain's 3,500 IATA agents are linked to a computer reservation system, and of the three main such networks Galileo is by far the most common in agencies.

With worldwide passenger numbers expected to double by 2000, there is a constant wish to make access to flights easier, without sacrificing security. Already technicians are working on fingerprint, voice-print and even retina identification.



In safe hands: the St John Ambulance Aeromedical wing provides repatriation for the ill

Avoid the health trap

Heading for foreign parts? A few basic precautions can ensure that a trip is not spoilt by illness

Everybody knows the health precautions to take before travelling overseas — or do they? Even regular travellers fall prey to overconfidence. Inoculation and similar prophylactic measures are now available against diseases including polio, tetanus, typhoid, hepatitis, cholera, yellow fever, tuberculosis and rabies, all of which are endemic in some areas.

Family doctors and health clinics can provide immunisation free or at prescription cost, but they may charge a fee if it is for an overseas visit. How often boosters are needed varies: cholera vaccines, for example, offer protection for six months, while an anti-tetanus jab will not need to be repeated for ten years.

In 1990, according to official figures, nearly 1,500 people in England and Wales contracted malaria, and three died of it. Yet most of these cases were preventable. Various anti-malaria tablets can be bought in pharmacies, but as the "mosquito" parasite has shown drug-resistance, so advice on which to take has changed. Precautions must continue for a month after returning home.

A free government booklet, *Health Advice for Travellers*, contains a wealth of advice and can be ordered from the Health Literature Line (0800 555 777). Information is also updated daily on Prestel, page 50063. The booklet contains an application for form E111. This deals with the entitlement to free or reduced-cost emergency medical treatment in EC states. Other treatment is on the same terms as for nationals of the country, as long as the stay is less than 12 months.

Medical Advisory Services for Travellers Abroad (Masta)

maintains a computer database and provides up-to-date information at fees starting at £5 for simple immunisation and malaria advice. Information is sent by post or fax, with payment by credit card (tel: 071-631 4408).

For an annual subscription of £32, Masta will keep an individual's immunisation record on computer and send reminders when necessary. For £850 a year, company subscribers can have on-line access to its database 24 hours

at their biting best: use repellent and mosquito nets. Avoid ice in drinks (although some better-class hotels make it from bottled water). Bottled water is safer, as long as the bottle is sealed. Water sterilising tablets are obtainable from most pharmacies.

Aids has highlighted the dangers of contaminated blood and unsterilised needles, although hepatitis B is transmitted similarly. A number of sterile packs are available. At £13.50, for example, Masta's medical equipment pack includes syringes, needles (including dental and drip needles), suture, skin closures, dressing, swabs and blood-group label. Its emergency dental pack (£7.85) also has a sterile needle for anaesthetics.

Travel medical insurance schemes are intensively competitive and offer varying degrees of cover, including air ambulance and repatriation. Here, the small print is important. Cover can be bought independently from travel agents and health insurance companies, or as add-ons to existing UK health insurance, which may offer limited cover overseas. Most subscribers to BUPA and Private Patients' Plan are covered for emergency repatriation. Both, however, have a competitively priced travel plan to "top up" normal cover.

British embassies and consuls can give advice on local hospitals and doctors. For the seriously ill or injured, an emergency telephone number is included with insurance policies. Those who return home apparently healthy but then develop unusual symptoms should always tell their doctor where they have been.

PAT BLAIR



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ACCOUNTANCY TIMES

ASB faces hard race against the incoming tide of takeovers

The Accounting Standards Board is facing a busy autumn keeping up with company bids

THE Accounting Standards Board is about to start its long hot autumn, when a string of controversial directives, drafts and papers will finally dispel the remaining air of harmony that has surrounded its activities. Far from pushing companies and auditors too fast, however, the new accounting authorities will be hard pressed to maintain the pace of reform fast enough to cope with the expected new spate of takeover bids.

Accounting practices are already a significant factor behind the offers that have suddenly enlivened the stock market. Those immediately raised are high on the board's current agenda.

Shares in Trafalgar House, the construction engineering conglomerate, languished as much because the City came to distrust its accounting policies as over its underlying trading difficulties. When Hongkong Land launched a tender offer for shares, Trafalgar's board revealed that it had been negotiating with the Financial Reporting Review Panel since February over its auditor-approved accounts for the year to end September 1991.

It was criticised at the time mainly for the treatment of writedowns on property values, taken on the balance sheet, but not through the profit and loss account. To complicate matters further, current assets must be written down to the lower of cost and depressed market values whereas investment valuations can take a longer view.

Ranks Hovis McDougall, the target of a cash offer from Hanson, is one of the greatest



Plenty to say: David Tweedie, chairman of the Accounting Standards Board

enthusiasts for putting the value of brands on its balance sheet, including home-grown as well as acquired brands. These intangible assets made up 58 per cent of shareholders' funds in RHM's last accounts. At the other end of the same takeover bid, some commentators have suggested that one of the attractions of RHM to Hanson is that it could raise reported profit quickly by writing down the 'fair value' of assets acquired. In the time-honoured, and generally prac-

ticed, ways of acquisition accounting, David Tweedie, chairman of the ASB, will have something to say on all these issues between now and Easter. The first big event will be the issue of FR33, the new profit and loss account standard, at the end of this month. The guts of the draft directive that first saw the light in FRED1 have remained intact, though some amendments have been made and the final version has yet to be approved. FR33 will banish extraordi-

nary items, hence ending the misleading simplicity of earnings per share. Many City folk still hanker after a single number to use in all manner of ratios and statistical manipulations, bringing a late suggestion that the accounting figure might instead be called net income.

Introduction of a compulsory statement of overall gains and losses could be just as significant. This dilutes incentives to treat the p/l account more kindly than the balance

sheet, by exposing the net effect of the year's activities on shareholders' funds. FR33 is unlikely to become compulsory for year-ends before the middle of next year, but should immediately become the norm. The timing of voluntary take-up is critical since myriad companies big and small that report on the calendar year will have 'extraordinary' items this year as a result of the recession.

Next to be rolled out should be a draft standard on sophisticated financial instruments, sorting out what will be treated as debt and equity. Just before or after Christmas, the exposure draft on off-balance sheet finance should finally be published, complete with compromises emerging from the debate on the treatment of securitisation, where the board's original ideas conflicted with international bank solvency measures.

The ensuing standard, unlikely to be operative much before the end of 1993, will build on the tighter definitions of subsidiaries in FR32 and will respond to the alarming revelations of off-balance sheet debt or obligations emerging, for instance, from all property companies.

The trickiest issues will be addressed in the new year, and then only at the first stage on the way to reform. A discussion draft attempting to close the black hole of acquisition accounting will propose much tougher rules for provisions against assets of acquired companies. Separately, the board will propose removing the choice between merger and acquisition accounting techniques. Around Easter, another initial paper on goodwill and brands should peer nervously into what promises to be hostile daylight. But these are unlikely to lead to compulsory standards before spring 1994, so accountants have plenty of time to be creative if, as is likely, there is a surge of bids next year.

GRAHAM SEARJEANT

Fast forward the blue-blanket video

One of the great advantages of the video recorder is that if you manage to record a programme not only have you not missed it, but you also don't have to watch it either. Two birds are killed with one stone. You gain the freedom of choosing when to watch something but, more important, you are also guilt-free should you decide never to watch it.

Quite where this leaves the weekly 'Business Account' programme from Accountancy Television is hard to see. For the first time the financial core of business which most business television programmes ignore has its own slot. But if you failed to tape the second of the weekly programmes on BBC1 in the early hours of today then that's it. You've missed it. As from next week the hour's worth of news and training is scrambled and unless you come up with a large amount of cash and subscribe you will now have missed your chance. The idea of

accountants' annual conference last month there was uproar. No one argued over what was shown. What they wanted to know was why not one certified accountant had been asked to strut his stuff before the cameras. So it came as no surprise in the first full programme to find the top story in the news section was what David Bishop, the certified president, had said about the future of the small company audit at the conference. And they got to be top of the bill in the list of consortia members in the credits as well.

The other problem is how far the programme can resolve its dilemma between news, which is fun and is sexy, and training modules, which is how people can justify paying anything between £750 and £10,000 a year to watch it. The training sections are good and are just what training partners in the large firms will love. It backs up everything they believe in. Sadly for Accountancy Television no one has ever let training partners get a hold of a firm's budget. There is also competition here from the established service provided on a rather more manageable monthly basis by The Accountants' Education Channel produced by TEIN, the television education network. The due to accountancy on television and its commercial salvation is probably to be found in the most notable wide-screen portrayal of an accountant in the cinema's history. This was Gene Wilder in Mel Brook's *The Producers*. Wilder played the terrified and terribly straight accountant gradually falling into the fun of a huge scam being perpetrated by his new employer on backers of an improbable theatrical venture. At times of high stress, Wilder's accountant character would gibber quietly to himself while clutching a small piece of material referred to as 'my blue blanket'. This was his security blanket. Accountants like them. More than 11,000 people have requested brochures about Accountancy Television. About 60 per cent were in industry. These are people in small companies who provide their board's only source of advice on finance and accountancy. And they are terrified of not knowing the score on whatever the latest accounting wheeze is. The result may well be the training video as blue blanket. And like so much in this field it will be bought to be filed rather than used. As I said, the whole point of videos is not watching them.

The author is Associate Editor of Accountancy Age



ROBERT BRUCE

members. The certified accountants have put in £250,000, the management accountants £100,000 and the Scots and Irish ICAs £25,000 apiece. For a profession that is usually fairly canny with its cash that is a lot of training videos. In public they will tell you the research suggests a huge untapped market. In private they argue they had no choice. If the service was a success and they hadn't been big investors their members would have given them hell.

This gives problems for the programme producers. The accountancy bodies have never had a hands-off approach to their media offshoots. There have been times at the English ICA when if a president thought his wife's recipe for bread and butter pudding was of wider interest, then *Accountancy* would be under pressure to publish it. There are signs this process has been brought to bear. When the preview tape was shown at the certified

Stranded on the road to a Euro standard

EUROCRATS in the European Commission are not the only denizens of Brussels disorientated at the possible derailling of the Maastricht express.

Staff at the Federation des Experts Comptables Europeens (FEE), that represents 300,000 accountants in western Europe, are also wondering what happens next.

From its offices in the Rue des la Loi, FEE traces its origins back to 1951 and prides itself on being more European-minded than most John Heggarty, the Irish secretary-general, emphasised: "There's nothing anyone can teach us about commitment to the European ideal." Ideals are one thing, reality is another and as Mr Heggarty concedes: "Twenty-seven years after the signing of the treaty of Rome, a common market for accountancy services has still not been achieved."

An important part of FEE's job is to be a conduit for accountants in member states to the commission itself. But that conduit often has to cope with downpours swirling in different directions. So the events of last week have not helped. With subsidiarity now the key buzz word, it looks as if the moves FEE wanted on common standards and a common approach to qualifications will be given low priority.

"Let's just say we'll be making less hasty progress," Mr Heggarty said. "We've got 12

different regulatory systems and the status quo is certainly not a single market. What's happened in the last few days could have the result of widening the regulatory gap between countries."

As an example of this, he suggests the drive towards the 'independent auditor' (i.e. separating auditing from management consultancy services), that seemed likely not so



long ago, will now be promoted with much less vigour.

FEE claims to be a useful sounding board for the EC in its review of accountancy matters. "We're a consensus body," Mr Heggarty said. "That is why we are treated seriously." Unfortunately, running FEE can sometimes be as frustrating a job as running the Community itself.

"There's a lot of mad ideas

come from places other than Brussels, you know," Mr Heggarty said, "and my experience on the single market is that bad ideas drive out good". Not so long ago, for example, there was a notable internal row that left everyone in FEE with egg on their face. Keen to promote good accountancy practice in eastern Europe, the EC invited FEE to put together a training and education programme for Bulgaria. With 2.4 million east (£3.03 million) on the table, FEE set to work with a will.

Unfortunately, rivalry between British and French accountants over whose methods should be adopted caused the project to stumble. While FEE officials tried to pull their warring members apart, the commission looked on with growing impatience. In the end, the commission announced that it could stand no more of this wrangling and, to FEE's deep embarrassment, cancelled the contract.

FEE's officials are now licking their wounds over the Bulgarian debacle. The withdrawn money is likely to be spent elsewhere and eastern European accountancy practice has had a setback.

In the meantime, FEE is anxious to push on with mutual recognition of qualifications turning the concept to reality with emphasis on providing cross-border accountancy services.

EDWARD FENNEL

LEADERS

When audits are superfluous

From Mr Peter Taylorson Sir. The president of the Chartered Association of Certified Accountants has three times recently voiced in your columns the necessity, on grounds of public protection, of statutory audit of small companies. He says "those who choose to have the protection of limited liability should accept this consequence. He continues to ignore the cost, during audit, of ensuring compliance with sections of the companies acts which are in practice irrelevant to non-commercial companies."

Many of these have incorporated not to gain the protection of limited liability but to become a legal person able to keep an enduring interest in land while having constant membership changes. They include residents' associations, allotment societies, sports clubs and flat-owners' co-operatives that own a freehold and maintain the building. This number must vastly increase when leasehold reform is extended under the present government's programme. Their auditors have plenty of more important tasks in the development of commerce and their members' pockets are unnecessarily tapped to pay for these onerous responsibilities.

Nobody except these many but unco-ordinated companies seems to care or notice. Over to Mr Bishop and the DTI. Yours faithfully, PETER TAYLORSON, Little Dene Maintenance Ltd, Little Dene, Lodore Road, Newcastle upon Tyne.

ing on personal and corporate financial planning. The guide is endorsed by Godfrey J. J. Ings, Fimbra chief executive.

Time keeper

CYNICS who think accountants live for schedules and paper-work need look no further than Don Williams, a trainee with Stoy Hayward in London. Williams, 22, took part in the Barcelona Olympics as a member of the British hockey team. And if he did not return with a gold medal, he at least has something to show for his efforts: a wad of filofaxes. Team members were given a lecture by TMI, a training consultancy, on managing their time, and Williams is rarely seen now without a bulging diary.

JON ASHWORTH

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ing on personal and corporate financial planning. The guide is endorsed by Godfrey J. J. Ings, Fimbra chief executive.

Time keeper

CYNICS who think accountants live for schedules and paper-work need look no further than Don Williams, a trainee with Stoy Hayward in London. Williams, 22, took part in the Barcelona Olympics as a member of the British hockey team. And if he did not return with a gold medal, he at least has something to show for his efforts: a wad of filofaxes. Team members were given a lecture by TMI, a training consultancy, on managing their time, and Williams is rarely seen now without a bulging diary.

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For further information please contact Miss J. Slater, Personnel Officer, Stewart House, 32 Russell Square, London WC1B 5DN, telephone 071 331 4004, to whom letters of application together with a curriculum vitae should be returned by 23 October 1992.

GPG jumps the gun

COMPANIES are usually attacked for failing to apply accounting standards. GPG, the former Guinness Peat group, where Sir Ron Brierley is in charge, has been rapped over the knuckles by the Financial Reporting Review Panel for anticipating the abolition of extraordinary items. It unilaterally implemented FRED1 last year. The Panel says: "the substitution of the proposed requirements of an exposure draft for those of an existing accounting standard is not acceptable", but will take no action as FRED1 is at last about to turn into a standard. You guessed it. GPG's net extraordinary items were positive, so anticipating events more than dou-

ANY OTHER BUSINESS

bled the company's reported pre-tax profits and earnings per share.

Merger fever

ANYONE wondering when the long expected wave of building society mergers is going to break need look no further than to Kidderminster, Worcestershire. David Cory, an expert on the subject, has been taken on by the local offices of Clarke Whitehill. "There have been more takeovers than mergers so far," says Cory, 47, who joins from Dunman & Co, a small partnership in Redditch, and is well-known in Midlands business circles. "I don't think there is much pressure on

smaller building societies to merge in the short term. It is too complicated."

On to a winner

THE market for financial services and investment business arising from the accountancy and legal professions could soar from £150 million to £2.5 billion a year. So says Tony Granger of the London Consulting Group, who has published a guide for accountants and solicitors looking to get ahead. Only 6,000 out of 14,000 UK firms are authorised to conduct investment business and Mr Granger says an average 300-client practice could add £1.5 million to its bottom line by advising

SPORTS LETTERS

The price of violence

From Mrs P. Tucker

Sir, The participation of Vinny Jones in a video giving advice on DIY soccer shuggery (report, October 1) offers the Football Association a heaven-sent opportunity to take a very public stand against violence on and off the pitch. Jones should get not a fine, not suspension, but a life-long ban from playing professional football in this country.

There would undoubtedly be many objections. His club would complain that it was being penalised for something it did not authorise; others would say it was much too heavy a punishment for a few foolish words. But this video has attracted considerable publicity. It encourages would-be football thugs to believe that anything goes, so long as you're not caught. It shows how little football stars care about getting into trouble with the FA. Finally, Jones is not just a stupid lad who talks too much; his fouls and violence are notorious and repeated and he is not merely unrepentant but boastful about it.

The advantages of making an example of him are that others who might be tempted to behave like him would be aware that they, too, might suffer exemplary punishment and would be less likely to take a chance on it; clubs would take account of a footballer's record of misbehaviour when considering how much (and even whether) to pay in transfer fees and might look to impose heavy contractual penalties on those who were suspended or banned; and the notion that talent alone allows you to behave as impudently and badly as you like would be sharply slapped down. So will the FA make a real example of Jones? I wouldn't bet on it. Yours faithfully, P. TUCKER, 7 Cedar Terrace, Harley Winney, Hampshire.

From Mr N. Haugh

Sir, I feel very sorry for Vinny Jones. He has merely demonstrated on video some behaviour comparable to that which John McEnroe has been getting away with on court for years, near here and elsewhere. Which of the two has brought his sport into greater disrepute? Yours faithfully, NORRIS K. HAUGH, 4 Burdett Avenue, SW20.

Sports letters may be sent by fax to 071-782 5046. They should include a daytime telephone number.

Defeat betrays several football weaknesses

From Mr D. Warner

Sir, David Miller's report on Manchester United's failure at a penalty shoot-out conclusion to a football match of such importance again brought the question of how to finish satisfactorily such games.

In Mr Miller's idea of playing extra-time until a team scores, he suggested that a player be removed every five minutes. I would suggest that at the end of the 90 minutes play, each team's players who have received cautions during the game should be removed. Then, should there be no conclusion, a "half-time" be introduced at 15 minutes and players removed. Losing four players would not be uncommon and then, should another two-per-side be removed after 15 minutes, a seven-a-side game on a full-size pitch would surely provide a winner within 15 minutes. Yours faithfully, DARREN WARNER, 10 Bull Road, E15.

From Mr M.A. Thomas

Sir, David Miller (October 1) quite properly lamented the inferior technical skills of English football players and pointed

to the unmistakable truth that many players do not even know which part of the ball to kick to make it behave in a particular way.

Very few English coaches provide any instruction on how to kick a ball. As a Yorkshire schoolboy in the early Seventies, I attended coaching courses for the regional and county under-19 teams. They were all excellent in their technical content, but I seldom saw any attempt to improve ball skills either by individual tuition or collective practice. The attitude was, and remains, that practice does not make perfect, that some are born with skill and some are not. And so English footballers do not practice; they "train" to make themselves fit and strong for the battles ahead. They regularly finish training at around lunch-time and thus waste thousands of afternoon hours during their careers when they could be learning how to coax the ball rather than belt it.

Sadly, there is little prospect of change. Despite the stark exposure of our technical inferiority at the European championships, I note with dismay

that a central part of Graham Taylor's plans to prepare for the World Cup qualifying matches is to get his squad together for fitness appraisals. Apparently, he was disappointed at the level of fitness of some of our players in Sweden. Personally, I was disappointed at the performance.

Might I suggest to Graham Taylor that the real lesson of the European championships is that we have to be better with the ball, not embarrassed by it. He should concentrate on improving the players' first touch of the ball and their shooting, dribbling and passing. Then perhaps we might see England players who are not frightened of the ball and we might even see them shoot from outside the box.

If we really want footballers to be comfortable on the ball, then the lead has to come from the top. We need an England manager to publicly encourage skill and invention above fitness and tactics. I doubt that it will be Mr Taylor. Yours faithfully, MARK A. THOMAS, 4 Ash Mount, Doncaster Gate, Rotherham.

Tactical ploy

From Mr P. Denza

Sir, Uefa's decision to award the Leeds v Stuttgart match to Leeds 3-0, because of an excess of foreigners in the Stuttgart squad, sets a dangerous precedent and introduces a new tactic to European football.

From now on, a team winning a first leg by four goals need only name four foreigners in their squad for the second leg to guarantee a 3-0 defeat and hence progress to the next round. Yours faithfully, PAUL DENZA, 85 Redington Road, NW3.

From Mr P. Cave and Mr N. Alala

Sir, Once again Uefa, the European football governing

Vote of thanks

From Mr A. Robson

Sir, Your racing correspondent today for in saying that the lack of an explanation for the Maktoum decision not to buy at this week's Tattersall sales is "inconsiderate, to say the least" (October 1). Although the Maktoum brothers have invested heavily in the British bloodstock industry over the last few years, this does not mean they are obliged to make public their reasons not to buy

body, has asserted effective control over international football competitions without dispute. Uefa's authority and discipline has been exercised many times in recent years, each time without dispute as it is recognised as being the European official body.

Surely, it would be useful for the EC bureaucracy in Brussels to consult with Uefa and establish exactly how they have managed to create such an authoritative undisputed role for themselves, as this knowledge would undoubtedly be invaluable to the EC in helping to create a similar role for itself in the political and economic sphere. Yours faithfully, PAUL CAVE, NEVER ALALA, 11 Gordon Road, Carshalton Beeches, Surrey.

this week, (even if it is a protest at the government's unbelievable impotence in dealing with the crisis in British racing today) for, as major owners, they should be entitled to some privacy. What is regrettable in racing today is that the Maktoum brothers receive precious little thanks for the benefits they have brought to racing since their involvement began in the early Eighties. Yours faithfully, ALEXANDER ROBSON, 49 Egerton Gardens, SW3.

Two solutions

From Mr J. Dutton

Sir, In the report of a 28lb 4oz fish (October 2) which, if it is not deemed to be a salmon, could break the rod-caught sea trout record by 5lb 12oz, the element of initial doubt about its proper classification may come as a surprise to fishermen familiar with "Salmon Fishing in the Lonsdale Library series. Eric Taverner describes two ready ways of distinguishing between the species. First, since the salmon has protruding knobs at the rear, it can be held up by the tail, whereas a sea trout will slip from the grasp. A second indication is that a salmon normally has 11 scales between the adipose fin and the lateral line of the fish, whereas the sea trout normally has 14.

There is, in "The Fisherman's Bedside Book" (a fascinating account by Roy Beddington of fishing for the giant sea trout of the River Ene in Sweden) the sentence "... within a fortnight, Gavin Clegg has landed the world's record sea trout of 29lbs", and in the same work there is mention of another 29-pounder caught in the Orkneys in 1942, but this was apparently not sufficiently authenticated. Yours faithfully, JIM DUTTON, Cockermouth, Tyrells Wood, Leatherhead, Surrey.

SCHOOLS SPORT

Accurate Downes top of his form

By CHRIS DIGHTON

TIM Downes, the Ellesmere College scrum half, is a man with golden boots. Such is his accuracy that he has been entrusted with 17 kicks at goal in the past five matches and he has put every one over for a personal tally of 56 points.

Jim Mostyn, the master-in-charge of rugby at the Shropshire school, said: "We beat Rydall 22-15 and Tim kicked 17 points, some of them coming when we had been pulled back from a 13-0 half time lead to 19-15. He is not a big powerful kicker but practises a lot and strokes the ball over. His distribution is good and he has got us out of a lot of trouble."

Such is Downes's confidence that in the game against Rydall two of his goals were scored from 50 metres out and the ball was still rising when it cleared the bar.

Sevens have discovered the possession does not guarantee success after losing 10-7 to Judd School, their local rivals. Mike Williams, the master in charge of rugby at Sevens, enthused about the amount of ball his pack were winning which he rated as the most for four seasons.

Despite the fluent adventurousism of the backs, however, Sevens were limited to one long-range try scored by Tom Manning and the Judd stole the honours with a converted try and a penalty.

Uppingham have benefited from the return of goalkeeper Ed Sturkie, who missed the whole of last season with a leg injury. They began the new campaign with a 25-0 win over Bishop's Stortford, lost a close match at Rugby 12-10 and last weekend drew 3-3 with Haileybury.

Those last two results came after an attack of impetigo spread through the forwards and led to the second-team pack being given a chance. The Windsor Boys' School first team have gelled after a round-the-world tour; after four games they are unbeaten but it is the seconds who have really made an impact, scoring 216 points in their first four games and conceding none. Westminster School will hope that a tour can help their team. In just over a week they head for India, where they will play five games in ten days, finishing with a game against Combined Indian Schools at the Polo Ground in Calcutta.

Norwegians go to town on the Olympic ideal

The Olympic Games are all played out, corrupted and discredited? Just try proposing that here in this little Norwegian town that will host the 1994 Winter Games and is already gripped by Olympic fever.

Every day, in the centre of the town, set on a hill amid mountain farmlands above Lake Mjosa, a T-shirt is auctioned, embossed with the number of days remaining before the Games. Last Wednesday, there were 500 days to go. The T-shirt fetched a record £2,100.

The aura attached to the Olympic ideal, the uniqueness of the event, never mind the damage from commercialism and drugs in recent years, was supply demonstrated in Barcelona and will again be in Lillehammer. So proud are the people that the 200 lapel badges issued on the occasion of the International Olympic Committee (IOC) executive board meeting here in 1991 are now fetching £500 on the street.

The Games are transforming this town without, so far, harming its picturesque streets and tranquil Scandinavian approach to life. The sum total of environmental damage so far is the loss of half a dozen private gardens at homes adjoining a new road to the ski jump and Nordic skiing arenas — a road that was scheduled before the award of the Games in 1988.

In an environment-conscious country, attention to detail has been extreme. The ski-jump runs, for example, in what is a national sport here, have been moulded into the mountainside above the town so that they do not protrude above the skyline.

The huge landing apron, which can accommodate 40,000 spectators, will be the stage for the opening and closing ceremonies. The surrounding granite walls are a masterpiece by one of the world's most unusual sculptors, a lone man driving a mechanical shovel who places the individual stones, fixed by gravity alone, with an artist's eye.

The bob and huge runs, a £21 million investment for such a minority of competitors — one which the IOC must surely reconsider — are so carefully moulded into the forest that they are invisible half a mile away.

The ammonia cooling system is leak-proof, protected within underground concrete conduits. The speed-sliding stadium, at the nearby town of Hamar, was withdrawn 20 yards from the lakeside for the protection of water fowl. And there is access for the disabled.

At a time of unemployment, the Games have created an average 2,000 jobs a year for six years and permanent employment in facility after-use for more than 1,300.

The £43 million telecommunications centre will become a 1,000-student university, the 1,500-square-metre press centre a housing for light industry. Some may say it is a mixed blessing but the town has its first discreet multi-storey car park, though the main shopping streets remain pedestrian-only.

There are three new hotels; the total requirement is for some 32,000 beds, and although 14,000 visitors/sponsors will reside up to two-and-a-half hours away, 16,000 beds will be within half an hour. Trains will run every ten minutes from Oslo and all private cars will be excluded from the town during the Games, with a shuttle bus service provided.

Gro Harlem Brundtland, Norway's premier, led the Olympic bid, and so important does the government consider the venture that Lillehammer has an expenditure guarantee of £700 million, even though income is not expected to exceed £450 million.

Cultural expenditure includes a 750-seat concert hall, a new art gallery, a history exhibition and a Lutheran church.

"The Games will help Lillehammer expand not only as a winter sporting base but in tourism and as a conference centre," Ole Sjetne, whose leadership won the bid, says. Next year already shows 45,000 "convention-night" hotel reservations, and the tourist council is considering a free instruction incentive for Nordic ski holidays.

The showpiece development is the remarkable Hakons Hall, due to open in January. It is a unique £23 million multi-sports indoor stadium, with a capacity of 10,000 and capable of staging ice hockey, basketball, bowling, tennis, indoor climbing, squash, and even a pop concert. Measuring 140 yards by 115, it has a soaring wooden-girder roof that is an engineering marvel.

All this, and created by the Olympic movement. Barcelona and now, it would seem, Lillehammer, are putting the cynics to flight.

THE HAKON HALL, LILLEHAMMER OLYMPIC PARK, 1994 Winter Olympics ice hockey hall

Main arena can be partitioned off into four areas for tennis, basketball, volleyball and gymnastics

Indoor climbing wall

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Mitchell Platts, golf correspondent, charts the fall and rise of an Open champion returned from the wilderness

Wiser Norman addresses back nine of his career

GREG Norman has returned from the outback, humbler and hungrier. The Australian recently gained his first win for 28 months, and he hopes his appearance in the Toyota World Match Play Championship, which starts at Wentworth today, will prove his star is back in the ascendancy.

Norman, 37, has been the victim of several outrageous twists of fortune despite winning more than 50 tournaments, including the Open Championship at Turnberry in 1986. But there were times when he brought about his own Waterloo. Times, too, when he was less than charitable about some of his peers, and times when friends, as well as critics, claimed the psychiatrist's couch might bring more comfort than the practice range. His lowest ebb came at the Western Open in June last year, when he contrived to lose a five-shot lead with nine holes to play.

In the Canadian Open last month, Norman was three shots ahead with five holes to

play, but the champagne was put back on ice when he was taken to a play-off. He eventually beat Bruce Lietzke at the second extra hole.

"What happened in Canada was the tonic I needed," he said. "I can honestly say I've never been as nervous as I was in Canada. I was shaking like a leaf, so much so that I could hardly grip the putter."

"I know a lot of what happened to me was self-imposed. I didn't want to work. I wanted to take a sabbatical. Then I tried to change my swing, which I shouldn't have attempted. But whenever anyone asks me what was the best year of my life, I am going to say 1991, because it was by far my worst."

"I think you have to experience the negatives, the really bad times, to fully appreciate the good times. I've learned how to handle people, as well as situations, better and I've learned more about myself."

"I found out I had more friends than I thought. It meant a lot for me when Bruce

Today
First round
J. Stamat (US) v V. Singh (PH)
J. Woosnam (Wales) v N. Suzuki (Japan)
B. Faxon (US) v G. Norman (Aus)
A. Forsbrand (Swe) v M. O'Meara (US)

Tomorrow
Second round
S. Ballesteros (Sp) v Stamat or Singh
J. M. Olszki (Pol) v Woosnam or Suzuki
N. Price (Zim) v Faxon or Norman
N. Faldo (Eng) v Forsbrand or O'Meara

[Lietzke] said to me in Canada. "Welcome back, it's great to have you back," only seconds after I had beaten him. I had over the years perceived a sense of envy out there, and I now believe that I misread a lot of people."

Norman rejects the theory that he tried to change his swing to imitate Nick Faldo. He said that he thought he could improve his game by trying something new. Essentially, he was attempting to eliminate his bad shot, the one which veered violently to the right.

"If you're playing poorly with your natural swing, you can still get the job done," he said. "But when I was trying to work on a new swing, and not playing well, then, boy, it felt like the whole world was falling in on me. I was trying to flatten the swing, to make angles, and all that stuff, and there was too much for me to think about."

"I've always had a natural, free-flowing swing. We've all got a bad shot, but in trying to eliminate mine I found the ball was going right, left, low, high, all over the place. It was ugly golf."

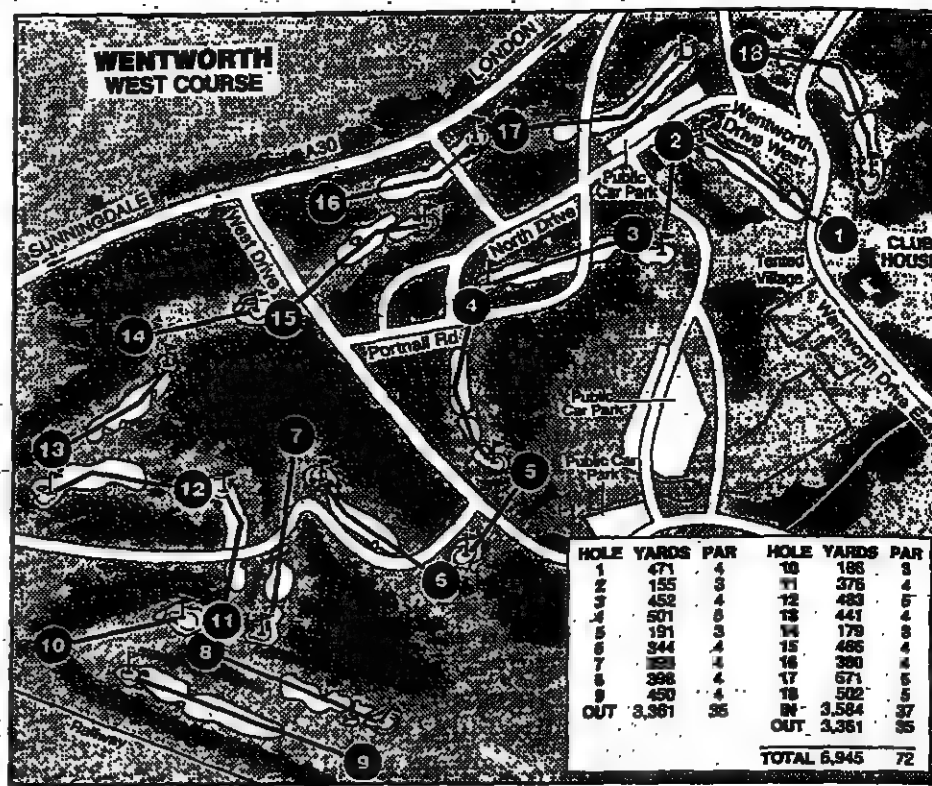
Norman made his U-turn in Houston last October. Bruce Harmon, the son of Claude Harmon, the 1948 Masters champion, suggested he go back to what he did best. Harmon told him to grab a two-iron, stand right over the ball and hit high and hard. Norman hit five shots in a row that were perfect.

He now talks of being ready to play the back nine in his career. "I want to play hard

until I'm 46," he said. "I want to win more tournaments, other majors, sure, but your attitude is different. I will not be placing so much pressure on myself to win; it is not a life-or-death situation."

Norman has played eight times in the World Match Play Championship, and won three times. He will not mind the West course playing to its full length, as it is after recent rain, as he begins his challenge against Brad Faxon, of the United States.

Ian Woosnam should have little difficulty in moving past Norio Suzuki, of Japan, as Severiano Ballesteros, Nick Faldo, Nick Price and José María Olazábal, the four leading seeds, sit out the first round. The other two matches today promise to be more competitive. Vijay Singh, of Fiji, plays Jeff Shuman, who won the US PGA championship in 1988, and Anders Forsbrand, of Sweden, meets Mark O'Meara, another American. O'Meara won last week in Japan.



London rugby union club on move

Saracens intent on finding new home

By Peter Bills

SARACENS' much delayed plans to move from their Southgate home could come to fruition the season after next, but the club believes a move with new facilities will cost a minimum of £2 million.

To find a suitable site, the club seems certain to leave the Enfield council area. Saracens have been holding discussions with Hertsmere council which embraces Bushey, Elstree, Radlett and Potters Bar. The ground would be as close to the M25 as their present site.

In announcing their plans this week, the club made little attempt to hide the bad feeling that exists between them and Enfield council. John Heggard, the club president, said: "Hertsmere have been most welcoming and helpful, which makes a refreshing change after the difficulties we had in dealing with Enfield borough council."

"We are in the early stages of negotiations, but both parties are optimistic of finding a suitable site. We have repeatedly been let down blind alleys by Enfield council. It seems they just don't want us."

"Thousands of man hours and costs have been wasted on

other possible sites such as Trent Park with which it appears Enfield knew all the time that we had little chance of proceeding. Those energies and funds could have been better used."

The club paid architects £7,000 for drawing up plans for development on the possible site.

Saracens want to start from scratch, building their own facilities and erasing floodlights. None of this is possible at Southgate. They estimate the full cost, if a site can be found, might reach £4 million.

Heggard believes it is essential the move is made soon. "Our growth as a club off the field has not matched the progress the team has made on it. We finished London's top club in the Courage League last season but the facilities where we are simply aren't good enough."

"We badly need to find a new home that can allow the club to develop and fulfil its outstanding potential."

□ Ian Hunter returns to the Northampton side for their Courage Clubs Championship first division match against Bath at Franklin's

Gardens on Saturday. Hunter damaged a knee cartilage in the first week of the season.

Hunter, the Northampton full back, has been training three times a day since stitches were removed two weeks ago after surgery.

"I'm fine and I have sold England I'm OK," Hunter, who has been selected for the national squad to play Canada on Saturday week, said.

"A lot of people are surprised I am ready to play again but I have had a professional attitude with the healing process, which is why I am back so quickly. If there is any risk that my knee is not right, then I would wait — I don't want to do anything stupid."

The England back-row forward, Tim Rodber, who also missed Northampton's unexpected defeat at London Irish last weekend, has recovered from a pulled hamstring and is expected to play against Bath.

□ Bridgend, the Hefneken League club, have dismissed their team manager, John Lloyd, the senior coach, Ian Stephens, and the backs coach, Geoff Davies. "The first division side has won only one of its first five games this season. The former Wales hooker, Lloyd, joined the club in 1962."

□ Richard Loe, the New Zealand prop forward, goes before a hearing today over allegations that he gouged an opponent in a match last weekend.

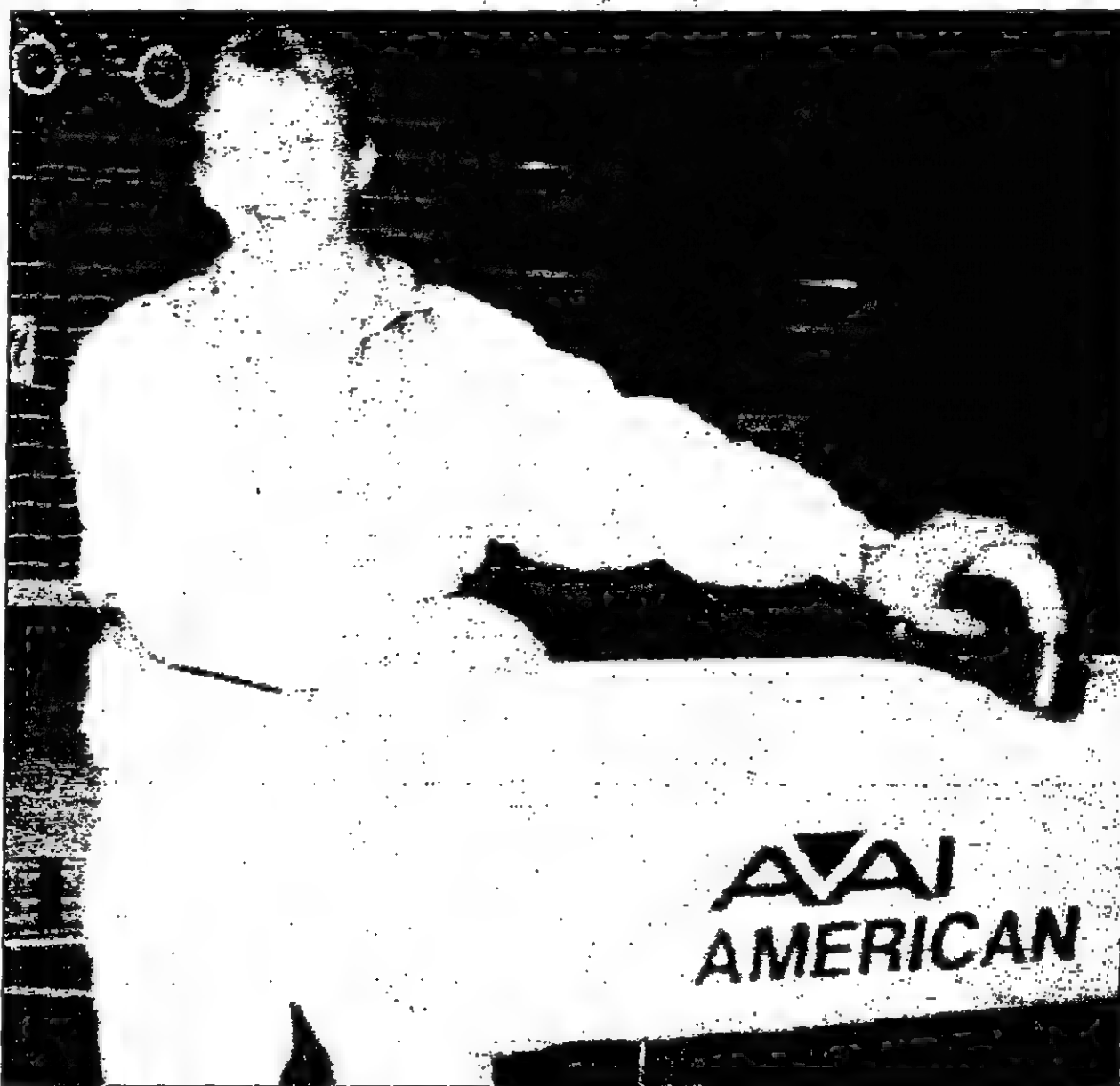
The New Zealand Rugby Football Union hearing will have an atmosphere reminiscent of a lynching after the attention the case has attracted. Few people have missed the slow-motion television replays of the Waikato v Otago first division final, in which Loe appeared to use his fingers to rake the face of the Otago full back, Greg Cooper.

□ Maurice Lindsay's ruthless brand of dynamism, which helped transform Wigan from penniless has-beens into rugby league's richest and most successful club, was yesterday appointed to the task of stamping a national identity on the game (Christopher Irvine writes).

Lindsay will set out, from November 1, as the new chief executive of the Rugby Football League (RFL), with an expansionist policy with little room for dead wood.

Traditionalists will quiver at his philosophy that the sacrifice of some struggling clubs may be the price of extending the game beyond its northern heartlands. Already this season, Scarborough has collapsed, Blackpool has been put up for sale and Swinton is set to call in the administrator.

After fashioning an impressive record in 12 years on the board at Wigan, Lindsay, 51, preaches financial reform. There would be no neglect of clubs, Lindsay said, but the advantages of a leaner structure were overwhelming.



Coming to grips with capitalism: Scherbo, who made his name in Barcelona, pauses on his American tour

Olympic gymnast joins dash for dollar

Chapel Hill, North Carolina: Vitaly Scherbo, a product of the Soviet Union, is adapting quickly to Western ways.

"I have a lot of guts," the gymnast from Belarus said. "That's why I got six gold medals. I want something I will get."

Scherbo, 20, was brought up under the Soviet system for maturing gymnasts. After his success in the Barcelona Olympics, there was no state system to return to and he leapt into capitalism. He is on a 23-city tour of the United States with other champion

gymnasts.

"I am not nervous," he said through an interpreter. "I feel like I was born here, like a fish in water. If I will know a little bit more English, it will be even much better."

His goal? "Millionaire," he said, grinning.

Scherbo cringes himself in a television commercial, but he is not sure which product he would endorse, since commercials and many of the products are new to him. He knows some products, though. His favourite cars are Mercedes, Alfa Ro-

meo and BMW. His favourite food "anything McDonald's".

Scherbo travels with his wife, Irena, 20, who is expecting a baby in March. They want their child to be born in the United States. One day they want to live in California or Florida.

Scherbo said he had forgotten his old way of life. The president of Belarus, president Scherbo a larger apartment and a new Mercedes after thieves broke into his apartment in Minsk. But Scherbo intends to produce what he needs for himself. He

also plans to compete for Belarus in the 1996 Olympics in Atlanta.

"I am sad," he said about years spent training with Soviet team-mates.

"Before you always could predict how competition would finish and who would win, but now as a result of the breakdown you don't know anything. Everyone goes separate ways."

"Now it's all gone and it's a little bit different," he said. "I understand money, banking. I need to work and it's no problem." (AP)

YACHTING

Donovan musters challenge

By Barry Pickthall

TWELVE days into the British Steel Challenge, and the ten-strong fleet of identical yachts, led by the Paul Joffe-skippered Interspray, remain remarkably close.

The fleet is now fanned out over a 360-mile area south of the Canaries, but Interspray had a lead of just two miles over British Steel II yesterday, while the last placed yacht, Rhone-Poulenc, was only 86 miles further from Rio de Janeiro, the first stopover in this 28,000-mile adventurous circumnavigation.

Within the fleet, positions are changing continually. During the last three days, Heath Insurance, skippered by Adrian Donovan, has enjoyed a remarkable run down the African coast to pull through from eighth to third, and lie just seven miles behind the leader. Another to find the right winds has been Pride of Teesside, which led the fleet out of the Solent, but fell back to ninth on Monday. Yesterday, however, Ian MacGillivray and his crew were back up to fourth, having recovered more than 140 miles during the past four days.

The fleet is now on target to cross the Equator on October 17 or 18 and the leaders are expected to reach Rio by October 28.

LEADING POSITIONS (at 14:00 GMT yesterday, with miles to Rio de Janeiro): 1, Interspray (P. Joffe), 3,352 miles; 2, British Steel II (P. Joffe), 3,354; 3, Heath Insurance (A. Donovan), 3,357; 4, Pride of Teesside (J. MacGillivray), 3,362; 5, Group 1 (S. Goss), 3,367; 6, Nuclear Electric (J. MacGillivray), 3,368; 7, Copeland & Lyford (J. Goss), 3,376; 8, Commercial Union (W. Sullivan), 3,378; 9, Rhone-Poulenc (J. O'Donoghue), 3,380.

□ Chris Little's Benetton 45 production yacht, Boudier, was named yacht of the year yesterday by the Royal Ocean Racing Club. Little and his crew won the Morgan Cup Cowes to St Malo and Channel races, as well as finishing second in the Harlequin Renaissance Round Britain race.

Cherry's view, page 2

FIXTURES

FOOTBALL

7.30 unless stated
PONTING CENTRAL LEAGUE: First division: Liverpool v Rotherham (7.00); Manchester City v Leicester (BAG); Second division: Bolton v Middlesbrough (7.00); Oxford v Middlesbrough (7.00).
NEWELL OVEN: COMBINATION: First division: Wrexham v Brentford; FA CHALLENGE CUP: Second qualifying round: Third round: Barnet v Heston (Heston v Barnet) 7.45.

OTHER SPORT

SOUTHERN HEMIS: Horse of the Year Show (Wentworth).
GOLF: Toyota World Match Play Championship (Wentworth).
SPRINTSWAY: Non-league League: First division: Ipswich v Arsenal (7.30); Swindon v Oxford (7.45).

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RUGBY LEAGUE

Lindsay plots national growth as RFL head

MAURICE Lindsay's ruthless brand of dynamism, which helped transform Wigan from penniless has-beens into rugby league's richest and most successful club, was yesterday appointed to the task of stamping a national identity on the game (Christopher Irvine writes).

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Traditionalists will quiver at his philosophy that the sacrifice of some struggling clubs may be the price of extending the game beyond its northern heartlands. Already this season, Scarborough has collapsed, Blackpool has been put up for sale and Swinton is set to call in the administrator.

After fashioning an impressive record in 12 years on the board at Wigan, Lindsay, 51, preaches financial reform. There would be no neglect of clubs, Lindsay said, but the advantages of a leaner structure were overwhelming.

"If we do lose some clubs, it doesn't mean that contraction has set in and expansion has stopped. With hard work on our part and an economic upturn, we might be in a stronger position, with a better platform for real expansion," he said.

London and the North East are Lindsay's main targets for conquest. Should the game not take off nationally within the next decade, he concedes that he will have failed.

Lindsay will look to steer a different course to that of the urbane David Oxley, his predecessor, who accepted the supposed restrictions on rugby league's progress caused by a general public preference for other sports. Lindsay's force of personality and abrasive business edge — he is an on-course bookmaker — will sharpen up rugby league for an all-out assault on national status. □ David Myers, the Great Britain winger, listed by Wigan at £120,000, is likely to rejoin Widnes in a swap deal with Paul Atkinson, the full back.

BASKETBALL

Cadle strikes optimistic stance

LIMOGES: The players of Guildford Kings had had a week to recover from the disappointment of allowing their European Cup opponents Limoges to claw back an eight-point deficit (Nicholas Harding writes). By tonight, Kevin Cadle, their coach, will know if their recovery is complete.

The joint respective champions of France and England start the second leg at 17-22

with Cadle saying defiantly: "There is no question that we can beat this team but in some ways starting level might be the best thing that can happen to us."

Two games against comfortable opposition in the Carlsberg league first division at the weekend enabled Cadle to work on his squad's weaknesses. "Last week, in the last few minutes we let them get in too many second shots," he said.

TENNIS

Close result gives Jones some hope

A FIGHTING performance by a Britain team given little chance of success produced a scare for the United States in the Laurence Connolly Brinker trophy in Memphis, Tennessee (A Special Correspondent writes).

The five women in the under-21 team challenge went down 6-5 in the three-day event on Saturday, but the close score delighted Ann

Jones, the captain. "This gives us a lot of hope for the future of British tennis," she said.

The American squad was led by Amy Frazier, ranked twentieth in the world. By contrast, the highest British player, Shiri-Ann Siddall, is No. 223. The Americans have dominated the competition, with 17 victories in 20 years.

Yet the British team embodied much of the spirit of "Little

Mo", the nickname of Connolly, the grand slam winner in 1953, who died of cancer at the age of 34, after whom the contest is named. Britain showed, as Ian King, the LTA president, put it, a certain "fire in the belly".

The most impressive of the British victories were the singles defeats of Andrea Keller at her home club by Siddall and the British No. 2, Colette Hall

SQUASH RACKETS

Macfie's training pays handsome dividends

VANCOUVER: Senga Macfie, the elder of two talented sisters from Richmond, Surrey, may have reached the turning point of an inconsistent career by defeating Rebecca O'Callaghan, the Irish No. 1, 9-4, 9-5, 9-0 here in the second round of the women's world open championship (Colin McQuillan writes).

Macfie, 23, who is benefiting from the first sustained training period of her life, emerged from the qualifiers in her first senior world champ-

ionship, for which she was ranked eighth. She now faces Robyn Lambourne, of Australia, the fifth seed.

Such progress for a qualifier is unprecedented in the women's game. Even Danielle Drady, the Australian, who was world No. 2 until injury struck a year ago, was unable to progress so far from the qualifying tournament losing 10-8, 10-8, 9-3 to Fiona Geaves, of Gloucestershire.

Results, page 35

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Saltergate is humble stage for record

Rush joins Hunt at the head of Liverpool charts

By LOUISE TAYLOR

SALTERGATE was the stage for some history-making on Tuesday night. It was at Chesterfield's tiny ground that Ian Rush equalled Roger Hunt's scoring record for Liverpool with his 286th goal in the club's colours.

Rush's strike was Liverpool's fourth goal in a 4-1 Coca-Cola Cup second-round win against the third division side that had rocked the boat by holding Liverpool 4-4 at Anfield two weeks previously.

Trevor Hebbard had given Chesterfield an eighth-minute lead only for Liverpool to answer back with goals from Don Hutchison — his third of the tie — Jamie Redknapp and Mark Walters before Rush stole the show with his contribution.

Alan Shearer took his tally to 15 goals in 13 games for Blackburn Rovers this season as they beat Huddersfield Town 4-3 after extra time at

Ewood Park, and 5-4 on aggregate. Huddersfield, who are managed by Ian Ross, a close friend of Kenny Dalglish, the Rovers manager, are bottom of the second division but had held Blackburn 1-1 in the first leg.

Nevertheless, Rovers looked to be well on their way to completing a formal win when they went two up through Shearer and Roy Wegerle on Tuesday. That all changed when Gary Barnett, Iwan Roberts and Steve Ireland put Huddersfield ahead. Shearer equalised to send the tie into extra time, with Mike Newell scoring the winner after 107 minutes.

Queens Park Rangers had an even trickier passage into the third round at Grimsby Town where they won a penalty shoot-out. This second leg they finished 2-1 in Grimsby's favour, leaving the aggregate

score 3-3 and the Premier League club survived by winning the shoot-out 6-5.

Chris Kilmory completed the first treble of his career as Ipswich Town brushed Wigan Athletic aside by 4-0 and 6-2 overall. There was an upset at Plymouth Argyle though. Peter Shilton's second division side defeated Luton Town, of the first, 3-2 on the night and 5-4 overall.

Nottingham Forest are interested in Guy Whittingham and the Portsmouth forward, who scored his twelfth and thirteenth goals of the season at Fratton Park where Blackburn were sunk 2-0 and 6-0 on aggregate.

Mark Bright claimed the night's first goal, scoring after only 23 seconds for Sheffield Wednesday at Hartlepool United. It finished 2-2 at the Victoria Ground, but Wednesday progress by a 5-2 aggregate margin.

Bolton Wanderers collected their first win in eight games against Wimbledon at Selhurst Park, where Tony Phillis, with his third of the season, scored the game's only goal. But Bruce Rioch's second division side bowed out 3-2 overall. Afterwards, Joe Kinnear, the Wimbledon manager, had to be restrained by his coaching staff after heated exchanges with a group of disgruntled Wimbledon supporters.

The match attracted a crowd of only 1,987 — sparse even by Wimbledon's modest standards. Kinnear said: "This place is a morgue. I was upset with two idiots in the stand who had been having a go at a couple of my young players."

"Of course, it is frustrating playing here. We are probably better playing away because being at home is no advantage to us."

Steve White, of Swindon Town, scored the 200th goal of his career in a 3-2 win over Torquay United, which put Swindon through by a handsome 9-2 aggregate. Glenn Hoddle, the Swindon player-manager, and Dave Mitchell were the other home scorers.



Slow but sure: Andrew Davies and Miniature Quickstep leaping to victory at Wembley

Davies clear as champion young rider

By JENNY MACARTHUR

ANDREW DAVIES, an 18-year-old from Cardigan, had an impressive win on the six-year-old, Miniature Quickstep, in the young riders' championship on the opening day of the Horse of the Year Show at Wembley yesterday.

The competition, sponsored by Chalgley Horseboxes, had a difficult opening round — "a bit strong for the under-18s," Davies remarked — which produced only three clear rounds.

In the jump-off, Rebecca Ockendon-Day on Silver Cinn, favourite, and Guy Gosden, on Electric II both had fast times but collected four faults.

Davies, the winner of the silver medal at this year's junior European champion-

ships, needed only a slow clear round to win. Miniature Quickstep, who was bred to race but proved too small, duly obliged with a faultless round — nearly five seconds slower than Gosden. Davies, who was also among those placed equal fourth with four faults in the first round on his second horse Marquis D'Elvange.

Despite his youth Davies is no stranger to Wembley. He was runner-up in the national grade B championship last year on Master Scot, and the previous year won both the junior newcomers and the junior foxhunter on Classical Hero.

This week he has qualified for five classes including the Olympic Star Spotters on Sunday in which he will ride Gothenburg, his silver medal-winner.

For Avie Irwin, the winner of the BEIB British novice championship on Biteswell Facilitator, merely competing at Wembley was the fulfilment of a dream.

The 40-something grandmother from Leicestershire has been trying to qualify for quite a few years and finally succeeded in June after winning the regional novice final at Cheltenham.

"When the red curtain opened and I heard my number being called I thought: This is fabulous — I've lived all my life for this."

The sense of occasion was not lost on her five-year-old mare, bought from Ireland a year ago by her husband. Despite going first in the six-horse jump-off — many of which were more experienced horses — their fastclear

round remained unbeaten. Irwin, whose 20-year-old daughter, Amanda, came with her to Wembley as her groom, will take the mare into Newcomer competitions next year in an effort to recapture her Wembley dream.

RESULTS, Chalgley Horseboxes Young Riders Championship, 1st Miniature Quickstep (A Davies) 0 in 36.44, 2nd Electric II (Gosden) 0 in 34.58, 3rd Master Scot (Irwin) 0 in 35.32, 4th Biteswell Facilitator (A Davies) 0 in 35.32, 5th Marquis D'Elvange (Davies) 0 in 35.32, 6th Biteswell Facilitator (A Davies) 0 in 35.32, 7th Marquis D'Elvange (Davies) 0 in 35.32, 8th Biteswell Facilitator (A Davies) 0 in 35.32, 9th Marquis D'Elvange (Davies) 0 in 35.32, 10th Biteswell Facilitator (A Davies) 0 in 35.32, 11th Marquis D'Elvange (Davies) 0 in 35.32, 12th Biteswell Facilitator (A Davies) 0 in 35.32, 13th Marquis D'Elvange (Davies) 0 in 35.32, 14th Biteswell Facilitator (A Davies) 0 in 35.32, 15th Marquis D'Elvange (Davies) 0 in 35.32, 16th Biteswell Facilitator (A Davies) 0 in 35.32, 17th Marquis D'Elvange (Davies) 0 in 35.32, 18th Biteswell Facilitator (A Davies) 0 in 35.32, 19th Marquis D'Elvange (Davies) 0 in 35.32, 20th Biteswell Facilitator (A Davies) 0 in 35.32, 21st Marquis D'Elvange 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THURSDAY OCTOBER 8 1992

Only 1,000 diehards expected to travel

Leeds will have to cope without fanatical support

By IAN ROSS

THE fanatical support that has proved such a significant factor in the rise of Leeds United over the past three years will be notably absent in Spain tomorrow night when the club meets Stuttgart, of Germany, to contest a place in the European Cup second round.

The decision taken by Uefa, the game's European governing body, earlier this week to name Barcelona's Nou Camp Stadium as the venue for the third and deciding leg of the first-round tie means that the Yorkshire club can expect to have no more than 1,300 supporters in attendance. Uefa had decided that the tie should be replayed because after declaring the result of last Wednesday's second leg a 3-0 win to Leeds because Stuttgart had fielded an ineligible fourth overseas player in their 4-1 defeat at Elland Road.

Although the stadium can hold 120,000 spectators, a spokesman for Barcelona pre-

dicted yesterday that fewer than 15,000 would attend the game. "We are anticipating that around 9,000 supporters of Stuttgart will make the journey from Germany," he said. "We have been told to expect between 1,000 and 1,300 people from England. Although the game is important there is little or no interest in Barcelona itself so the attendance will be very low indeed."

Ray Fells, chairman of Leeds United Supporters Club, said that many of those who would normally be expected to follow their team into the European arena will, on this occasion, have to be content with watching the game on television.

"It goes without saying that the major problem is the cost of travelling such a long distance," he said. "To say that the supporters of Leeds United were dismayed at the outcome of the Uefa investigation would be an understatement."

"Once again, the last group

of people taken into consideration are the supporters. This really is a totally ridiculous and unfair situation because it was Stuttgart who broke the rules, yet it is Leeds United who are suffering."

"Initially, I thought we would do well to get 1,000 fans over to Spain but I am now confident that we will have more than that figure. To be honest, I am just hoping that the Spanish public will turn out in force and back Leeds."

With Wallace still absent because of injury, Howard Wilkinson, the Leeds manager, seems certain to name the side which defeated Stuttgart 4-1 in the second leg at Elland Road nine days ago. "This is a one-off and we are supposed to be good at cup football," Wilkinson said.

Dieter Hoeneß, the Stuttgart business manager, was angered when asked at a press conference whether Stuttgart would be fielding four foreigners again.

"I don't understand that at all," he said. "What more can I say when I look how the English press has fought for Leeds after the Uefa ruling and how we have been branded as the lucky souls of the nation in Germany."

Hoeneß and the club coach, Christoph Daum, have been under fire for their mistake, which could be very costly if their team are eliminated. Stuttgart, 3-0 winners in the first leg, lost 4-1 at Leeds but would have gone through on the away-goals rule but for their blunder.

The Germans are determined to make amends. "I promise that everybody who has anything to do with this club will fight until they drop," Hoeneß, a former German international, said.

Daum said: "We have been given a sporting chance and we are going to use it." The goalkeeper, Elke Immel, a former international, said: "We have been through heaven and hell. Now we are somewhere in between."

"For the older players like me this is perhaps the last chance for us to reach the final of a European competition."

Stuttgart yesterday decided to travel to Barcelona as soon as they could to give themselves as much time as possible to prepare for the match in peace and quiet without further hounding.



Putting on the style: Ian Woosnam gets down to some serious work on the greens in preparation for the Toyota World Match Play Championship, which starts at Wentworth's West Course today. Preview, page 34

Pitch may lead to negative play

East Rutherford, New Jersey: Playing matches during the World Cup finals on a smaller playing surface at Giants Stadium here in 1994 may lead to more defensive contests, Walter Gagg, FIFA's technical officer, admitted yesterday.

During an inspection of the stadium, Walter Gagg said that the proposed dimensions of 66 metres by 103 metres would cost each player an average of three square metres of playing space. Normally, pitches must measure 68 metres by 105 metres.

"On the whole, we think the teams will adapt to the smaller field," Gagg said. "It should not effect technical ability. The teams will work in the training sessions on those dimensions. They will adapt." He added that it was possible that some teams might even try to use the smaller field to their advantage.

"The smaller a pitch is, it becomes easier for a weak team to defend that area," Gagg said. "We know from some Cup league matches, when the weak team is playing a Cup team on a small field it's always easier to defend. But in World Cup we are assured we have the same quality of teams."

Guido Tognoni, FIFA's press officer, said a smaller than regulation Giants Stadium field was more acceptable than not including a World Cup site in the New York metropolitan area.

"This is the most spectacular stadium in the world," Tognoni said. "Not to play in it because it is one meter less on each side would have been a sin."

FIFA, football's world governing body, has known all along that the playing surface at Giants Stadium would not meet the World Cup stan-

dards. However, it has been willing to live with that fact just to have a presence in one of the world's largest media markets.

One of the areas of concern was in the corners of the oval-shaped stadium, which is the home for the New York Giants and the New York Jets American Football teams in the National Football League. However, with a 66-metre width, players will still have three metres to take corner kicks.

"It is absolutely possible," Gagg said. "A player only needs two or three steps. There is plenty of room."

The other major area of concern at Giants Stadium was its artificial surface. Plans originally called for a grass field to be installed several months before the World Cup gets under way on June 17, 1994.

However, the general manager of the stadium in the Meadowlands sports complex said officials were considering installing a test grass field either in Giants Stadium or in one of the adjacent parking lots next year.

Michael Rowe said that a test grass field will be set up next year in the Pontiac Silverdome in Michigan, one of nine sites chosen to stage the World Cup. That facility also has an artificial surface. (Reader)

Wrexham's FA Cup run last season — they beat Arsenal and took West Ham United to a replay — helped turn a £72,000 loss into a £330,000 profit, the club's annual accounts announced yesterday, show. For the first time, Wrexham, of the third division, had a £1 million turnover, of which £454,000 was due to incoming transfer fees.

Dooley opens book on violence

DUDLEY Wood, secretary of the Rugby Football Union, yesterday ruled out disciplinary action against Wade Dooley, the England lock forward who admitted in his autobiography that he used violence on the rugby field.

Dooley tells in *The Tower and the Glory*, which goes on sale today, of incidents in two five nations' championship matches and in another during a match against Queensland last year. He was suspended for one international after punching Phil Davies, of Wales, at Cardiff in 1987.

Dooley writes: "I saw a Welsh fist flash at John Hall. I saw red, literally. It was a gut reaction. I lashed out at Hall's assailant and the punch landed with a sickening thud on Davies' face." Davies suffered a hairline fracture of the cheekbone and Dooley writes: "I had a deep sense of regret."

However, there is no question of old episodes being reinvestigated by the Rugby Football Union, although Dooley gives graphic accounts of the clashes.

Wood denied that there was any similarity between Dooley's book and the video of football fouls featuring Vinnie Jones. "Wade has done a couple of things that he and we regret and he has paid the price. They are history."

In his book, Dooley also admits elbowing Dottie Weir in the ear last season, which was dealt with by England management. Dooley says: "Dottie whacked me with his elbow on the chin. Moments later, I caught him on the back of the ear with my elbow. I knew I had overstepped the mark and had shown the sort of indiscipline England were trying to eradicate."

On the Queensland incident, he explains: "Sam Scott-Young raked an England player lying on the deck. I simply sought retribution by taking a swing at Scott-Young. It was a loss of self-control. Dooley paid for that one by breaking a hand and missing both internationals on tour."

More rugby, page 34

Lamb leads as all is forgiven

ALLAN Lamb, who led the Northamptonshire cricketers to victory in the NatWest Trophy final last month, has been reappointed the club's captain for 1993, despite the disciplinary action taken against him in August.

Steve Coverdale, the Northamptonshire chief executive, said yesterday that Lamb's fine and suspension by the county after his allegations of ball-tampering by Pakistan had had no bearing on the decision. Lamb was also fined £5,000 by the Test and County Cricket Board (TCCB).

Lamb, who will again have Robert Bailey as his vice-captain, is to spend the winter playing for Western Province.

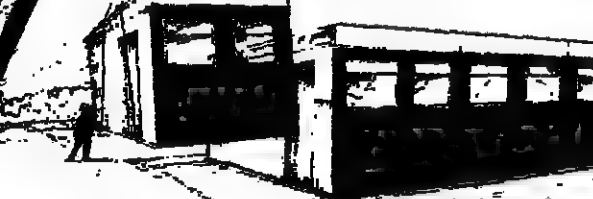
The Cricketers' Association are to press the TCCB to ask umpires to inspect match balls at the end of each over next summer in order to stamp out tampering. "I would guarantee that that would cut out the problem altogether," said David Gravoney, the spokesman for the association.

Surrey were recently fined £1,000 by the TCCB for doctoring the ball for the third time in three years.

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Fisa head criticises drivers' infighting

MAX Mosley, the president of the international motor sports federation (Fisa), said yesterday that the recent wrangling between Nigel Mansell, Alain Prost and Ayrton Senna over who would drive for the world champion Williams team next season had been negative for the sport.

"It gave a bad image of Formula One, but it also showed the huge importance given to Formula One by the media," he said.

"It's a pity to lose Mansell, but as long as we don't lose him through an accident, it doesn't matter so much."

Mansell is leaving Williams to drive in the Indy Car series in North America next season.

"It will be interesting to see how he gets on," Mosley said. The Fisa president said that Fisa planned to develop relations with the sport in the United States.

Mosley was unanimously re-elected president for a four-year term yesterday and next year's world sports championship was formally cancelled.

1993 FORMULA ONE CALENDAR: February 28: South African grand prix, Kyalami; March 14: Brazilian GP, Interlagos; April 4: French GP, Autopolis (Japan); 25: San Marino GP, Imola (Italy); May 3: Spanish GP, Barcelona; 22: Monaco GP, June 15: Canadian GP, Montreal; July 4: French GP, Magny-Cours; 11: British GP, Silverstone; 22: German GP, Hockenheim; August 15: Hungarian GP, Budapest; 22: Belgian GP, Spa; September 12: Italian GP, Monza; 26: Portuguese GP, Estoril; October 24: Japanese GP, Suzuka; November 1: Australian GP, Phillip Island; RAC Rally, November 21-25.

Hendry maintains mastery

FROM PHIL YATES IN DUBAI

STEPHEN Hendry's mastery of Terry Griffiths continued here at the Al Nasr stadium, last night. Hendry, the world snooker champion and world No. 1, ruthlessly whitewashed Griffiths 5-0 to reach the semi-finals of the Dubai Duty Free Classic.

In May, Hendry inflicted one of the heaviest defeats in world championship history when he routed Griffiths 16-4 in the semi-finals. A similar level of domination yesterday helped him to record his fourteenth victory over Griffiths, the 1979 world champion and world No. 6, in as many professional meetings.

Hendry, who plays James Wattana today for a place in

the final of the season's first ranking event, was at a loss to explain his form against Griffiths.

"I don't know what it is but I always seem to play incredible snooker against him," Hendry said. "There's a big confidence factor and a lot of coincidence involved."

From the outset, Hendry's potting and positional play were flawless. The Scot, 23, compiled breaks of 62, 50, 41, 43 and 77 before completing the most impressive of victories inside an hour with a run of 120 — the highest of the tournament's final stages — in the fifth frame.

Hendry's fellow countryman, Alan McManus, also secured a quarter-final place

with an equally comfortable 5-1 success over Mark Bennett. McManus, a professional for only two years, meets John Parrott, the defending champion, in what will be his fifth appearance in the last four of a ranking tournament.

RESULT: Quarter-final: S Hendry (Scot) 5-1 T Griffiths (Wales); 5-0. Final: S Hendry (Scot) 5-0 T Griffiths (Wales); 5-0. Frame scores: Hendry 62, 50, 41, 43, 77; Griffiths 1, 1, 1, 1, 1.

Hendry and Mike Hallett have been withdrawn from the Belgian Masters later this month after a split between rival managers and promoters, Ian Doyle and Barry Hearn.

Doyle resigned as Hearn's co-director of World Series Snooker Limited, saying he was "disenchanted" with the way the company was run.

Holyfield says Bruno must wait

By SRIKUMAR SEN, BOXING CORRESPONDENT

EVANDER Holyfield yesterday ruled out a bout with Frank Bruno next spring. The world heavyweight boxing champion, who has been offered £5 million by Bruno's promoter, Mickey Duff, to defend in London, said there was no chance of Bruno getting a world title challenge before Lennox Lewis or Donovan "Razor" Ruddock, who are meeting in an eliminator in London on October 31.

Holyfield, who is training in Texas for his defence against Riddick Bowe on November 13 in Las Vegas, said: "I am not fighting Bruno. The chances of that are slim or none. More chance of it snowing in August. Lewis and Ruddock are fighting to challenge me and one of them will get the next fight. They are two good heavyweights, very talented and I think Lewis will win on points."

Dan Duva, Holyfield's manager, said he had not received Duff's offer as yet, but the champion had an agreement to meet the winner of the eliminator in April. "Evander is contracted to fight Lewis or Ruddock and that is what we intend to do," Duva suggested that Bruno should challenge

Michael Moorer, the World Boxing Organisation heavyweight champion.

Frank Maloney, Lewis's manager, irritated by Duff's attempt to get in front of his man in the queue, said: "Bruno has been appearing in pantomime and Duff is believing in fairytales."

Duff had said that he had been told by Duva that Holyfield would consider a challenge by Bruno only after he had beaten a credible opponent. Bruno meets Pierre Coetzee, of South Africa, on October 17 at Wembley Arena.

Tennis sets up national league

By ANDREW LONGMORE, TENNIS CORRESPONDENT

DESPITE the sinking fortunes of Britain's international tennis teams, the national game received a considerable lift yesterday with the announcement of backing for a new national club league, due to begin next year.

Everest, the home improvement specialists, will put £300,000 into the league for its first three years, which is perhaps appropriate. After defeats in the Davis Cup and relegation from the Federation Cup, the game is in need of some home improvement.

The league, which will initially involve more than 960

men's and women's teams at county, regional and national levels, is designed to give Britain the same competitive club framework already at the heart of successful systems in France and Germany. "This is the final piece in our tournament jigsaw," Ian Peacock, chief executive of the Lawn Tennis Association (LTA), said yesterday.

Officials stressed that the league was not a replacement for the professional-based Mortgage Corporation league. Eight of the 12 teams, which will form the two divisions of the premier league,

have already been decided on the basis of qualification from this year's Fairs Cup, the club knock-out competition.

The winners of the league will receive £3,000 and will automatically qualify for the European Club Cup. Matches will be decided over four singles and two doubles fixtures crammed into two weeks at the end of May.

"We hope the top British players, who play in the continental leagues, will come back and play for their own clubs," John Feaver, tournament director for the LTA, said.



BOOKS p5

Pounds of
flesh: the
many faces of
Shylock

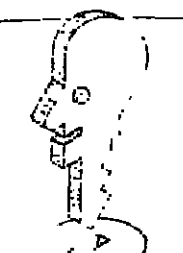


LIFE & TIMES

THURSDAY OCTOBER 8 1992

APPOINTMENTS

Ten pages of
the cream of
management
jobs



A party to beat all parties

Everyone who is anyone will be at Jeffrey Archer's conference bash

They are the only parties worthy of note during the Tory conference. They are the only ones that it is impossible to gatecrash. Jeffrey Archer makes no bones about it. "They are for cabinet ministers and editors. Not mere reporters. You cannot come," he told me.

Each year Lord Archer of Weston-super-Mare, as he is now known, throws two lavish champagne and shepherd's pie parties in his hotel suite. They start at 10pm. They end four hours later. Cabinet ministers are supposed to limit themselves to one evening, the Wednesday or the Thursday. Last year the entire cabinet, including Lord Mackay of Clashfern, trooped in two nights running.

John Major, one of Lord Archer's closest friends, was no exception. "He never misses. Baroness Thatcher never used to either," Lord Archer says. She will not be at the party tonight, as she is only staying in Brighton for the day. Just as well. Lord Archer is one of the few friends the prime minister and his predecessor have in common and they rarely meet on social occasions. Lord Ar-



Lord Archer: host to the great and the good

cher is not perturbed. "I am going to Japan with Margaret at the weekend," he says.

It was at Lord Archer's party last year that Mr Major had his celebrated run-in with John Birt, deputy director general of the BBC, accusing him of unfair coverage of the Tory party conference.

Lord Archer's parties have only become pre-eminent since the disappearance from the charmed circle of Conservative politics of Lord McAlpine of West Green, one of Baroness Thatcher's most devoted admirers, who was treasurer of the party during her leadership.

Lord McAlpine's soirées were more lavish than Lord Archer's — lobster, oysters, scrambled eggs and champagne. They were held on at least two nights of the week and, cliché as it may seem, anyone who was anyone was there.

Another highlight of the cocktail circuit is the Young Conservatives' Ball, which was held last night. It provides the now traditional photograph of the lucky person — or not so lucky in the days of Baroness Thatcher's leadership — escorting the prime minister around the dance floor to the strains of the First Waltz. It was an ordeal for which only the bravest would volunteer as they also had to contend with the watching eyes of the press hoping to see prime ministerial shoes trodden on.

Thursday night at the gathering of the Tory great and good is always reserved for the Conference Ball which will be graced tonight by John and Norma Major. It was supposed to have been a victory ball. But with the unprecedented scenes of warfare breaking out on the conference floor a triumphalist atmosphere is not anticipated. Indeed, it may be why the organisers have opted for a "masked ball", possibly the only way of concealing the growing divisions in the party.

ANDREW PIERCE

Balancing the males of justice

The legal system is run by and for men. Helena Kennedy pleads for a fairer hearing for women

Women are not going to settle for a legal system that does not listen to them or take account of their lives, and the system is becoming wise to that fact. Women have gone through the stage where they did the adjusting: now it is time for the institutions to change. The symbol of justice may be a woman, but why settle for symbols?

When judges were first challenged about gender bias they refused to recognise there was a problem. Indeed, many women did too. They could not see that change had overtaken our political and social institutions — that male behaviour which was once considered acceptable is no longer so, or that what was deemed chivalrous or courtly is now patronising. Conversely, we hear male judges, in relation to women lawyers and defendants alike, asking why they are so aggressive. "Why can't they act like women? Why must they act like men?" In fact, they are acting like lawyers or independent human beings.

Not all judges by any means are dyed-in-the-wool reactionaries: they too can suffer from stereotyping. There are signs of movement. Judges are becoming sensitised to the arguments about accountability and are seeing the need to present a more human face to the public. Scales are being rolled up and efforts made to reach the people.

A new generation of men are now taking their place on the bench, with different views about the world. They are more used to working alongside women as colleagues and come from more varied backgrounds. The English bar has been renowned for its integrity and high level of professional competence, but this new generation has a particular dedication to their clients and a special commitment to the meaning and quality of justice. It was this generation which first challenged the orthodoxies of the Bar, setting up new chambers which organised democratically, and challenging the attitudes in conventional sets. They have largely been responsible for a political shift, albeit slight, within the Bar Council, and for the shaping of a less entrenched profession. It is claimed that the apotheosis of this group will be the class of '68, with their very different views about social mores and class divisions. They will surely make some difference, it is said, when and if their time really comes.

However, there is no cause for celebration. The fact that there is some change shows that movement is possible, but if judges are left to their own accords this shift will be marginal, destined to solidify like lava. Many judges remain blinkered and arrogant. Just as can happen to children in care, hospital

inmates, long-term prisoners and mental patients, they become institutionalised, dependent on known forms and reluctant to contemplate change.

Even the good ones succumb to tunnel vision: the life seems to induce complacency and the system becomes an end in itself. They do see that the very notions which are idealised by the law deserve examination. The ideal of objectivity, for example, is a masculine value which has come to be taken as a universal one. Often when the law fails people it is not because of some lack of objectivity but because judicial objectivity has meant a denial of the female or black or working-class experience. There is a systematic exclusion of other perspectives. Insisting on equality, neutrality and objectivity is not to insist on judgment by the values of men of a particular class. It is, therefore, important that truly universal values are created.

In fairness to judges, the judicial role has become more difficult at a practical level, because courts are so much busier. Judges are also isolated and receive very little feedback. The people they mainly mix with socially are their own peers, who do not see them doing the job. Coupled with this isolation is the enduring characteristic of judges: they are in charge and wield great power over people's lives. They are not used to being challenged and it is hard for them to accept questioning of their function as creative.

Part of the remedy for the law's failings must be reform of the judiciary. First, we have to find more accountable ways of making appointments. The current method of taking soundings among the present incumbents as to who should join their ranks means that the potential for cloning is overwhelming: existing judges effectively appoint new judges.

For the Higher Court, the Court of Appeal and the House of Lords, there should be public notice that someone is being considered, with the opportunity for public debate on the appointee's track record, declared opinions and background. At the moment we operate a fiction for public consumption that none of these things matters, when in fact it is acknowledged privately within the profession that prospective candidates who are deemed too progressive are unlikely to be considered for preferment. One of the strange things at the Bar is the belief that only people on the left are political. When I was a pupil barrister I remember being advised sternly by a senior member of the chambers not to mix politics with a career at the Bar. He was a Conservative MP.

The process of women becoming judges and reaching the top of the legal profession cannot be left to chance or the passage of time.

The symbol of justice may be a woman, but why settle for symbols?



A Sibyl and Prophet by Andrea Mantegna: most women lawyers who can manage a home and a career can manage a court

Positive action has to be taken to get women on to the bench in real numbers. Most women lawyers, who can manage a home and a reasonably successful career, can manage a court. When asked what skills are required for judging, male barristers always cite intelligence, judgment, integrity and "standing" (this apparently is still measured in the Lord Chancellor's Department by reference to earnings and word on the grapevine) but rarely mention patience, open-mindedness, balance or courtesy.

At least 30 per cent of women are needed in the practising profession and on the bench before tokenism ceases to function and a real difference is felt. Currently 19 per cent of practitioners and 4 per cent of the bench are women.

The Lord Chancellor may maintain that there are insufficient

women of the right experience greatly to increase female representation at this stage, but if that is true he should initiate fast-tracking of very able younger women. I question the assertion that there are not enough women when I know competent, talented women who are not getting on to the Bench. Women at the Family Bar resist the present training structure because, rather than drawing on their expertise, they are expected to start sitting as judges in criminal courts where they have not set foot for 15-20 years. It is a ludicrous way of drawing in new personnel and smacks of the notion that the criminal courts are a good nursery for tomorrow's judge.

Extracted from *Eve Was Framed* to be published by Chatto & Windus on October 19 at £16.99
© Helena Kennedy 1992

IS THE LAW MALE?

Helena Kennedy, QC, is to lead a *Times/Dillons* debate on injustice in the legal system. Further details and a ticket application form on page 6.

When a film script becomes real life

PRIVATE LIFE: John Diamond on what sex addiction really means

There you are sitting in the pub and somebody says did you see this stuff about Michael Douglas booking in to a clinic to get his sex addiction sorted, somebody else says, hey, me and Michael both, difference is I can't get a sick note from the doctor for it, and there you are wondering bemusedly whether a) there is any such thing as sex addiction b) whether you're addicted too and c) if you are whether you can claim it as an excuse the next time you get caught in *flagrante* with Helga the au pair. (I had thought, progressive 1990s man that I am, to run that as a unisexual line addressed to women as well as men. But who are we kidding here?)

I understand your confusion and I am here to set your mind at rest. Let us first dispense with the case of Michael Douglas. Douglas is a very rich, very powerful man working in Hollywood. Fifteen times a day he will be approached by 19-year-old women of astonishing beauty and incredibly short skirts, who will ask him for sex. Sex in Rodeo Drive restaurants, sex across the desks of film studio offices, sex in the Paramount Pictures broom cupboard. Once, sometimes twice, a week a producer will phone him up and say "Hey! Mikey! Baby! Boychik! I got this script it's absolutely built for you Mikey." And Douglas says, "Does it involve doing it in a broom cupboard with three 19-year-old women in incredibly short skirts?" And the producer says, "How come you know the plot already? That schmendrick writer

he promised me nobody else even seen this script."

I will grant, given the above, that Michael Douglas might have the odd problem relating to women and that his life's creed might indeed start with the words "If it moves...". But this is no help for the rest of us. What the rest of us want to know is, are we as other men, if not better? That is all men really want to know. When we find ourselves changing seats on the train the better to make eye — or leg — contact with the woman who we would swear has been taking sly glimpses in our direction, is that sex addiction? When we turn a lunch date into a dinner date on some feeble pretext, or we try to persuade our wives and girlfriends to wear something more revealing and less suitable, is that sex addiction?

I'm not expert, but I doubt it. Were thought not only mother to the dead but its identical twin sister as well then every window-shopper would be arrested for shoplifting. The Pope, according to one of his more memorably unworried encyclicals, might not be able to distinguish the thought of adultery from the deed but, as is so often the case



with his Holiness, that's easy for him to say, isn't it?

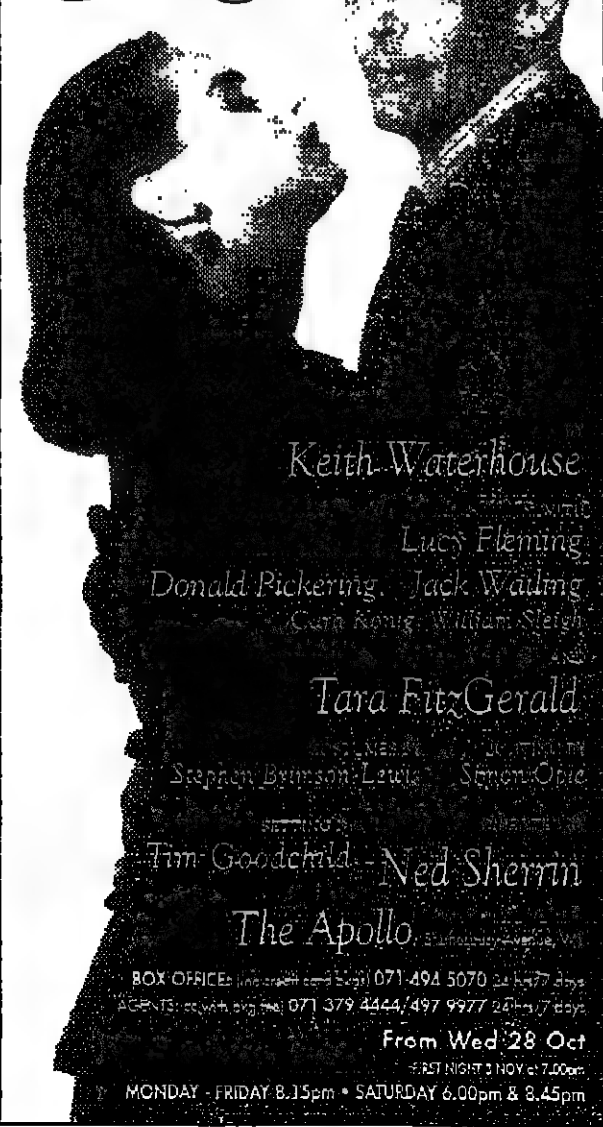
The reason I'm so loath to believe in sexual addiction is that I can only really think of addictions as those habits which are available to us all. Anybody can become a kleptomaniac, as alcoholism is no respecter of class or bank balance as any once-comfortably off meths drinker will tell you. But sex addiction is only available to those of us who have access to a supply of the addictive material. And most men haven't.

I assume, by the way, that sex addiction is a defence only open to those men who are in some sort of steady relationship. I'd guess that were I a New York therapist searching for a new field of practice I'd be able to persuade a few men who, unattached, are happy sleeping in a different bed every night that their lifestyle was dangerously psychopathic. The fact is, though, that most of the men who live that way enjoy themselves no end, and however much you tell them about the love of a good woman and the usefulness of knowing that when you wake up in the morning the post on the doormat is yours, they can't see what the problem is.

But when I think of all the married and long-term partnered men I know I can think of perhaps one or two for whom sex addiction is any sort of option at all. Their partners may have grown to love their paunches and their thinning hair, their habit of turning every conversation round to QPR's chances in the cup, their quirks of personal hygiene, but the rest of the world, and especially that female and available section of it, finds all that an unattractive taste. True, these men may have the occasional affair and if the partnership broke up they may eventually find another partner, but sex is not an addiction open to them.

I can't believe, though, that none of these men has a sex drive as powerful as Michael Douglas's, or that if they had whatever it is that Douglas has they wouldn't use it in the way that he has apparently been using it. Let us assume, then, that there are thousands of men around who, were they Douglas, would be doing what he does. They aren't so they can't. What Douglas has can't, therefore, be an addiction. QE. I rather think so.

Peter O'Toole in Our Song



Keith Waterhouse

Lucy Fleming

Donald Pickering, Jack Wainling

Cora King, William Steish

Tara FitzGerald

Stephen Byrson-Lewis, Simon Orie

Tim Goodermid, Ned Sherrin

The Apollo

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From Wed 28 Oct

EAST NIGHT 11pm-12.00pm

MONDAY - FRIDAY 8.15pm • SATURDAY 6.00pm & 8.45pm

LONDON

RICHARD SERRA: The sculptor has been making "carved drawings" for 20 years in the margins of his major sculptural work. They are made out of black paint, and cut to shape as required on site. This show consists of 100 "carved drawings" and a sculpture "Wedge and Measure" created specifically to take up the whole of the Queen's Gallery at the Tate.

THE KISS OF THE SPIDER WOMAN: After a successful play and film version of Manuel Puig's novel comes the musical. Chita Rivera, who played Anita in the 1957 version of West Side Story, takes on the title role of the spiderwoman who appears in the fantasies of an imprisoned gay window dresser. The story is of two very different men forced to share a cell.

LONDON SYMPHONY ORCHESTRA: André Previn conducts Mendelssohn's Violin Concerto (with Julian Rachin), Shostakovich's Symphony No 8 and Beethoven's Ninth.

CROSBY, STILLS AND NASH: Return of the survivors of Woodstock, fighting the dwindling popularity of recent years. Crosby sings such as "Suite Judy Blue Eyes", "Ohio", and "For What It's Worth" sung in effortless harmony by men who may look 50, but happily

TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Karl Knight

Still sound 20.

Royal Albert Hall, Kensington Gore, London SW7 0171-232 9999, 8pm.

THE KISS OF THE SPIDER WOMAN:

After a successful play and film version of Manuel Puig's novel comes the musical.

Chita Rivera, who played Anita in the 1957 version of West Side Story, takes on the title role of the spiderwoman who appears in the fantasies of an imprisoned gay window dresser.

The story is of two very different men forced to share a cell.

Molina (Robert Carver) is held on morals charges and Valentina (Anthony Cross) is a theatrical revolutionary. Hurdle Price directs.

Shakespeare Theatre, Shaftesbury Avenue, WC2 0171-232 9999, previews from tonight, 8pm; opens Oct 20.

THE TWO BEAUTIFUL GIRLS:

Shakespeare's play is given a wonderfully funny production by David Thacker for the Royal Shakespeare Company. A love for the autumn.

Barbican, Silk Street, EC2 0171-438 8891. Previews from tonight, 7.15pm; opens Wed, 7pm; then in regular rotation.

CROSBY, STILLS AND NASH:

Return of the survivors of Woodstock, fighting the dwindling popularity of recent years.

Crosby sings such as "Suite Judy Blue Eyes", "Ohio", and "For What It's Worth" sung in effortless harmony by men who may look 50, but happily

REGIONAL

IRISH WELSH SYMPHONY ORCHESTRA: A mini Elgar Festival in

Birmingham features concerts by all four of the BBC's symphony orchestras conducted by principal conductors. Tadaaki Otaka conducts the first programme comprising Britten's Four Sea Interludes for John Gorton and Shostakovich's Concerto for piano, trumpet and strings — with two fine soloists, Dmitri Alexeev and John Wallace — and Elgar's Symphony No 1.

Concerts continue on consecutive nights until Sunday. Royal Albert Hall, Kensington Gore, London SW7 0171-232 9999, 8pm.

HAILE: The veteran Russian pianist Shura Cherkassky joins the Hallé under the baton of Jean-Benoît Fournier to play the solo role in Prokofiev's Second Piano Concerto. The orchestra also performs Beethoven's overture, La Cosmopolite, and Ravel's Second Symphony.

Free Trade Hall, Peter Street, Manchester M2 6BA 0161-212 3333, tonight-Sun, 8pm.

TRAVELLING OPERA: As part of the Norwich and Norfolk Festival, Peter Knapp's lively company performs its new English version of Peter Grimes, rewritten and reorchestrated for a small ensemble. Also in the repertoire is The Barber of Seville by Rossini and Mozart's Don Giovanni.

St Andrew's Hall, St Andrew's, Newcastle NE2 6AE 0191-262 4600, tonight, 7.30pm.

CARMEN: More passion and grit, this time in a stage version updated to the Spanish Civil War and performed by Northern Stage, noted for their highly visual style. Myra Ruthven plays Carmen under the direction of Neil Murray.

Playhouse, Barras Bridge, Newcastle-upon-Tyne NE1 232 7079, tonight-Sat, 7.30pm; mat Sat, 2.30pm.

THEATRE GUIDE

Jeremy Kingston's assessment of theatre showing in London

House full, returns only

Some seats available

Seats at all prices

Godley and Frank Lazarus.

Hammerhead, Swiss Cottage Centre, NW2 0171-722 9301. Mon-Sat, 8pm, mat, 4pm, 1.50pm. Now extended in October 1992.

THE MADRID HOUSE: Roger Ascham heads a strong cast in Granville Bantock's one-act farce, set in a fashion house.

Lyric Hammersmith, King Street, W6 0171-741 2311. Mon-Sat, 7.30pm, mat, 4pm, 1.50pm. 100mins. Final week.

THE MURDER BY MEANS OF: Gerald Harpur and William Gurnall play comic writers who fall out and put their wits to work against each other, run-of-the-mill.

Whitehall, Whitehall, SW1 0171-987 1119. Mon-Fri, 8pm, Sat, 8.30pm, mat, 4.30pm, 1.50pm. 100mins.

THE PHILADELPHIA: Brian Friel's affectionate comedy of an Irish emigrant and his coming of age.

Ariel, 100 Tottenham Court Road, W1 0171-252 2522. Tonight-Sat, 7.30pm, mat, 2.15pm. 100mins.

THE INVISIBLE MAN: A cracking revival of last year's production, prior to a West End run. Amazing stage trick devised by Paul Lee.

Theatre Royal, Garter, Richmond, Surrey TW9 0171-838 4411. Mon-Fri, 8pm, mat, 4.30pm, 1.50pm. 100mins.

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OPERA: LONDON

Loveless and witless marriage

Le nozze di Figaro
Sadler's Wells

JOHN GUNTER's sets for *Figaro* were among those destroyed in the fire at Glyndebourne last summer; he has redesigned them for the touring wing, and the results were unveiled on Tuesday. Meritfully, what might be described as the *Amadeus* Theme Park element has largely been expunged, but it still dominates the costumes and props, which were spared. Otherwise, a series of flat cream surfaces afford little visual interest, and there is much huffing and puffing to produce two sets for the third act (only one is required), though not for the fourth, which does demand a change of scene.

Ideas from Peter Hall's 1989 production remain in Stephen Medcalf's staging for the tour, but they do not include consistency of characterisation. I know it was careless of Medcalf to bear a resemblance to Beaumarchais's trial scene, but wish directors would accept this again, much huffing and puffing was expended on including it, complete with rhabarbarian peasants who lingered on to compromise the private scene of parental recognition.

Would that Medcalf had expended equal energy on sorting out the Countess, who was a hoydenish public-school sixth-former in recitative, but a Gainsborough Pictures tragedy queen in set numbers on the quivering hard about whether it is really right to portray Susanna as a go-getting mimic; or on trying to instil aristocratic

command and randomness into a cosy Court whom one could not for a moment imagine tumbling half the girls on the estate.

Not that one would have worried so much about such details had there been anything of interest emerging from the pit, whence Marco Guidarini's conducting cast a pall of gloom over the evening. It was not his fast tempos that one objected to, rather their strictness and four-square, unyielding quality. Scarcely a corner was turned with insight or affection, scarcely a phrase was moulded with grace or allowed to breathe. I never thought to bear a *Figaro* so devoid of musical relish, of wit of humanity — in a word, a reading so lacking in love.

Inevitably this had its effect on the cast. Caught within Guidarini's reinforced-concrete parameters, they had little chance to phrase the music gratefully or supply expressive nuance. Nicholas Folwell's *Figaro*, delivered at a steady force, reminded one that he is a notable Alcester; I felt for him, though, when he was made to play "Madre, son morto" for laughs, and then to gabble through "Aprite un po' ad un'aspettando gallop. Juliet Booth's soprano is big and beautiful, but rather



Mix and scarp: Susanna (Regina Nathan), Cherubino (Julie Unwin)

undisciplined, and I suspect that her future lies in music heavier than Mozart's Countess.

As Susanna, Regina Nathan fielded well-focused but shallow tone; she can sing more expressively than this. The most interesting voice was that of Ralf Lukas as the Count, warm, pliant and mature. I enjoyed Julie Unwin's individual, slightly vinegary mezzo as much as her portrayal of Cherubino as an anarchic scamp, and Angela Hickie's Marcelina was nicely voluptuous.

The performance was sung in Italian, the meaning being conveyed via superlatives. We are used to people laughing at jokes before they have been delivered; more serious was the gale of mirth that greeted the climactic "Contessa, perdono". This proved that the audience was reading the performance, not listening to the music. Nor that there was too much music to listen to on Tuesday.

RODNEY MILNES

ROCK: LONDON

Song-slinger in town

Loudon Wainwright
Borderline

of the sexual divide between New Man and his modern

"He Said, She Said" that had much of the (predominantly male) audience helpless with laughter, an odd sight at this sort of event. It was not the only lyric to reveal a gently but persistently unconstructed view of the battle of the sexes. "Call Me Mr Gully", a contemporary song in which the male protagonist cheerfully accepts every last iota of blame for the break-up of a relationship was another; the rather self-playing "Men" a third. Neil Lyndon would have approved.

A small team of supporting musi-

guitar and an abundance of nervous energy. "Rock On" was an amusing litany of frustrations encountered on tour ("I thought I'd get up and start complaining right away," he explained).

Another song heaped scorn on stories suggesting that Elvis Presley is still alive. And his affectionate tribute, "Talking New Bob Dylan", demonstrated an encouraging ability to joke about the dreaded "new Dylan" tag which, having been attached to him during the early stage of his career, quickly became as welcome as a ball and chain.

But it was the glorious lampooning

of the sexual divide between New Man and his modern

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But it was the glorious lampooning

CONCERT: BARBICAN

Excitement at a premium

MERCIFULY, the New Queen's Hall Orchestra's hyperbole seems to have abated a little since its debut last year. But the assertion in the programme book that it is "probably the most exciting orchestra in the world" was not entirely borne out by this concert.

Barry Wordsworth conducted three standard repertoire works — the stuff which NQHO hopes to illumine with its "original" early 20th century instruments very ordinarily. The playing was neat and refined but also, with the exception of Elgar's Cello Concerto, somewhat passionless.

In the latter the orchestra enjoyed the considerable advantage of having Alexander Baillie as its soloist. He was able convincingly to enter into the real spirit of this music, with richly expressive but well considered portamento (the orchestra itself has mercifully dispensed with ill-considered ones since last I heard it) and, with his quiet sound, squeezing every last drop of emotion from the notes.

The benefits that narrower-bored brass instruments, woodwind predominantly in the French style (how refreshing to hear genuinely reedy bassoons) and the ravishing, soft mellowness of gut, or wire-wound gut, strings (heard alone in a poised reading of Vaughan Williams's *Tallis Fantasia*, brought to this music were

NQHO/Wordsworth
Barbican Hall

undeniable. With such tools, everything fell easily into place. And, as we heard afterwards in Holst's *The Planets*, even the rather pathetic-looking 12-inch cymbals made a sound more in keeping with the overall palette than their modern equivalent.

The quality of the whole band was finer, less aggressive than what we heard last year. Consequently it became relatively easy to find a satisfactory balance even in this tricky hall, though the same could not be said for the over-enthusiastic women's voices of the London Symphony Chorus in "Neptune".

But that does not mean that conductor and orchestra can afford to bludge on the edge of their interpretations. Here Holst's journey through the solar system seemed ponderous and heavy, lacking in mystery, and the performance succeeded only in conveying the feeling that we were going through a rather over-worn routine. Perhaps, however, the piece itself has become an over-worn routine. For all the inventive skills it contains, it is of its own time, and with or without period instruments its time has now surely passed.

STEPHEN PETTITT

CONCERT: SOUTH BANK

Light and dark mixture

SIR Peter Maxwell Davies believes that more composers should be involved in conducting — as related parts of the same creative experience, whether in their own music or the classic repertoire. He put this firmly into practice at his debut in a new capacity as the Royal Philharmonic's associate conductor/composer.

His programme included some of his own music: the premiere of a second suite from *Caroline Mathilde*, the ballet choreographed by Flemming Flindt for the Royal Danish Ballet on the short and tragic life of an English princess. As she was the sister of George III and teenage wife of Denmark's Christian VII, her affair with the Danish court doctor had disastrous consequences for both.

This ballet successfully followed Maxwell Davies's earlier *Salome* for the same choreographer, and it is regrettable that no British company has yet shown the remotest interest in staging either one here. Meanwhile, the music alone in the newer ballet's most powerful passages is testimony to the composer's flair for theatrical character.

On first hearing it was not easy to relate this specifically to the seven stage incidents noted in the programme, but deprived of its stage context it came across as a darkly sombre yet graphic tone-poem, to which the addition of

RPO/Maxwell Davies
Festival Hall

soprano and mezzo soloists, (Nicole Tibbels and Teresa Shaw), singing a wordless lament, added an eloquent extra dimension.

Maxwell Davies prefaced this with an actual tone-poem, Sibelius's *Tapiola*, skilful alike in pacing and shading. The same composer's Violin Concerto later brought a solo performance of passionate linear strength and measured delicacy of expression by Tassini Little, who is rapidly becoming a mature artist of musical stature.

Her virtuoso technique was sprung on rhythmic sensibility of the utmost acuity. Several passages of finely controlled double-stopping added unusual depth of perspective to her playing, and the orchestra was firmly supportive in most respects.

And when Sir Peter added his own boisterously inebriate-sounding *Orkney Wedding, With Sunrise* — the sunrise represented by the bagpipe skirls of George McIlwhann, who entered through the audience — we could hardly have been sent home in more gleeful spirits.

NOEL GOODWIN

ENTERTAINMENTS

ART GALLERIES

KING STREET GALLERIES: 1 King Street, SW1 0171-930 5953. Contemporary works in a 12th-century building. Mon-Fri 10-6, Sat 10-5.

Cinema: Geoff Brown on *Beauty and the Beast*, *White Men Can't Jump*, *As You Like It*, *Othello*, *Spotswood* and *Blue Ice*

Drawing on a great tradition

Better late than never, of course, though when all America has been chirping about Disney's *Beauty and the Beast* (Odeon Marble Arch, U) for almost a year now, it is hard to suppress an exasperated scream at its tardy British appearance. While we have been waiting, Disney's 30th feature cartoon has overtaken all its predecessors at the box-office, and scooped up two Academy Awards (Best Original Song, Best Original Score), along with a nomination for Best Film. Now, Disney's wizards are completing *Aladdin*, though we may have to wait until 2001 to see it.

But enough carping. The enchantment starts immediately with the film's depiction of Beauty's 18th century French village, walking to another day with a song as bouncy as a Broadway opening number. Alan Menken and Howard Ashman's music and lyrics have far more fibre than their crass pop ditties for *The Little Mermaid*; they drive the plot forward, and never insult the ears.

The film, directed by two new talents, Gary Trousdale and Kirk Wise, also takes strength from its story. Disney's cartoons began to slide 15 years ago when they modernised their image and let their plots fall apart. Now the studio returns to the solid ground of fairytale and myth.

Beauty is given a post-feminist tweak: this girl with brown eyes, full lips and a pert little nose has both looks and brains, and never takes things lying down. The Beast himself boasts a lion's mane, a buffalo's head, and the Elephant Man's sensitivity. On the soundtrack, Paige O'Hara and Robby Benson let plenty of emotion through. The result is that contemporary rarity: a cartoon that can touch the heart.

A few structural problems remain. Once Beauty is imprisoned in the Beast's castle, time hangs heavy in the original story. To compensate, a phalanx of anthropomorphic objects — clock, candelabra, teapot, chipped cup — are dragged into service. Led by the voice of Angela Lansbury (the teapot) they supply much of the comedy, along with an over-the-top musical number, "Be Our Guest". Disney's animators, emboldened by computer techniques, also push a climactic battle over the top; the film works best when they keep things simple.

But *Beauty and the Beast* never stoops to the blunt lines and jerks of today's dreadful television cartoons. This is full-blown, full-blooded animation, lacking only the special finesse and charm that stamped



"A phalanx of anthropomorphic objects", supplying much of the comedy in the latest animated feature from the Walt Disney studio: *Beauty and the Beast*

Disney's work in the Forties. Children of all ages, start queuing now.

Hollywood also puts its best foot forward in *White Men Can't Jump* (Plaza, 15), a blisteringly funny slice of Americana from Ron Shelton, writer-director of *Bull Durham*. The nominal subject, once again, is sports: but the basketball games that stud the footage work like the songs in *Beauty and the Beast*, developing characters, advancing plot. At heart this is a relationship movie, pinned to the fortunes of Wesley Snipes and Woody Harrison, two basketball hustlers who fleece willing victims on asphalt patches in Los Angeles.

Harrelson (getting his big movie break after six years as the bartender in *Cheers*) deliberately looks a fool. He is also white, and everyone supposes that white men can't jump. More than any other current director, Shelton has an acute ear for American urban speech. Bizarre insults rain down ("Your mother's an astronaut"), Snipes has razor-sharp dialogue and broken cheek. But

there is more to this film than men joshing. Harrelson's girlfriend is played by Rosie Perez, a spitfire performer whose Brooklyn squawk could strip paint. Her obsession is the television game show *Jeopardy*; her specialist subject being foods beginning with the letter Q. Once your ears become accustomed to her vocal screech, she is very amusing indeed.

Towards the end, Shelton's plot twists become too convenient. But so much life rages through this film that it can easily stand a few smacks of artifice. In *White Men Can't Jump*, expertly played, Shelton manages what has seemed impossible: he pleases the young, urban audience, but keeps proceedings intelligent and humane.

On now to the indestructible Shakespeare: at least he seemed indestructible until Christine Edwards's *As You Like It* (Barbican, U). As though stung by criticism of her fetish for period detail, the director of *Little Dorrit* and *The Fool* strips

'Full-blown and full-blooded animation that children of all ages will enjoy'

her new film bare. For costumes, look for little more than jeans and anoraks; for the Forest of Arden, a derelict docklands site requisitioned by the homeless.

Shakespeare's words remain, more or less, but nothing good comes of them. For the cast have been left to run amok. Some, like Griff Rhys Jones's Touchstone, run too far; it is often hard to hear what he says. Others, like the Orlando and Rosalind of Andrew Tiernan and Emma Croft, run too little. Can

this lifeless film be based on a play that dances with wisdom and wit?

There is no chance of thumb-twiddling with Orson Welles's 40-year-old film of *Othello* (Curzon West End, U), re-released in a restored print. Even before the opening credits, Welles button-holes the viewer with an overhead shot of Othello's corpse, a skyline silhouette, and Iago hoisted up in a cage. This is Shakespeare re-invented for the camera. Welles supplies an *Othello* verging on the overripe, shooting many of his scenes in powerful close-up. The insinuating Iago is Michael MacLiammoir, who wrote a vastly amusing memoir, *Put Money in Thy Purse*, about his experiences.

The soundtrack, always flawed, remains a problem: the babble of voices appear distanced from the images and Suzanne Cloutier's Desdemona sounds too lady-like. Some of the camera's tours of Moorish architecture are disorientating. But *Othello* still builds into one of Welles's most dynamic achieve-

ments. Shakespeare meets celluloid, and a true film is born.

To end a busy week, two British actors out and about. Michael Caine, back in Britain, has the worst of things in *Blue Ice* (MGM Trocadero, 15), a tepid escapade about a former MI6 agent locked in intrigue with Sean Young (siren wife of London's American ambassador). There is nothing here that television does not do better.

But Anthony Hopkins, down under for *Spotswood* (Plaza, 15), comes up smiling. A first cinema feature by Mark Joffe, this Ealing-esque story about an efficiency expert battling with an outdated moccasin factory glides along with dry wit, a keen visual sense and a kindly heart. The conflict between the individual and big business springs no surprises, but Joffe's team create such a vivid picture of this Melbourne backwater and its hobby-crazed staff that there is never any time to fret. This is a film to clutch, and savour.

ARTS BRIEF

Banana boat?

THE BBC TV team that brought to the screen Jeanette Winterson's *Oranges* are not the only fruit is collaborating with the author on a feature film. Shooting has started on *Great Moments in Aviation*, an account of a young West Indian woman's voyage by ship to England in the 1950s to start a new life. On board the liner are Vanessa Redgrave, Dorothy Tutin, John Hurt and Jonathan Pryce, provide Rakie Ayola with a crash course in the vagaries of English behaviour.

Sound choice

NEXT Tuesday's Barbican performance of the new Royal Shakespeare Company production, *The Two Gentlemen of Verona*, has been designated a benefit night for the charity Hearing Dogs for the Deaf. The Princess Royal will attend the play, which is an appropriate choice: *The Two Gentlemen* is the only Shakespeare drama with a dog in the cast list.

Aw, shucks

COUNTRY music fans tuning in to Radio 2's broadcast tonight (7.30pm) of the annual Country Music Association awards from the Grand Ole Opry House in Nashville will hardly be dumbfounded by the choice of winners for 1992. The ubiquitous "Achy Breaky Heart", from the handsomely pectorated, ponytail-wearing Billy Ray Cyrus, was adjudged "Single of the Year"; Garth Brooks picked up "Entertainer of the Year" and "Album of the Year" (for the multi-million-selling *Ropin' the Wind*), with Mary-Chapin Carpenter and Vince Gill taking the Best Female and Best Male Vocalist titles respectively.



Billy Ray Cyrus: his single was voted the year's best

THEATRE: a disappointing Noël Coward premiere

60 years late and D.O.A.

Noël Coward was called up early in 1918, but never saw anything resembling active service. He seems to have spent most of his brief stint in the Artists' Rifles cleaning out latrines and complaining of headaches. But 12 years later, at a loose end in Singapore, he played the lead in R.C. Sherriff's tale of the trenches, *Journey's End*, and the experience presumably helps explain why he wrote *Post Mortem*. It is the sort of anti-war play you might expect from someone who never

Post Mortem King's Head

swapped a shot in anger and at some level feels guilty for having survived the slaughter: shrill, awkward, everything that Sherriff's understated elegy is not.

John Cavan, son of a chauvinist press lord, is killed as he goes over the top, and then returns, as young as the day he died, to the London of 1930. What he finds are bright

young things behaving like characters in a Coward play, and grisly journals whipping up patriotic fervour. His former fiancée casually betrays her husband, as he does her. John's horrible father prepares to destroy one of his former brothers-officers, who has published a book of anti-war verse, but is pre-empted by the victim himself, who commits suicide. Did millions sacrifice themselves for this?

That is the question Harry Burton's big gauche John asks over and over again. The play is numbingly predictable. On comes some ghastly caricature, for instance Avril Angers's Lady Stagg-Mortimer. She boasts of having sacrificed her son for England. John raves and plonkingly moralises at her. Then on trots another cartoon figure, for instance a dinner-jacketed ex-officer who declares he would shoot any son of his who refused to die for his country. John starts raving and moralising again. There is a mildly touching reunion with his mother — interestingly, the only person with whom he has



Sylvia Syms and Harry Burton in *Post Mortem*

real rapport — and then he returns to the Other Side denouncing England as "a poor joke". No wonder, really, that this is the play's first professional stage performance. Richard Stirling's production rattles along and is feelingly enough acted by Sylvia Syms, Steven Pacey and the rest. But it is astonishingly unsophisticated and amateurish, given the author. It is just the sort of didactic plod that Coward hated when others were writing: and with good reason.

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TELEVISION REVIEW

When the world went to the brink

1961. From that time on, Kennedy had no choice but to treat Cuba as a Soviet military outpost.

Timewatch was better on Khrushchev's motives. His former advisers suggested that he thought he could bully Ken-

edy, whom he saw as a playboy, while Khrushchev's son argued that his father genuinely feared an attack on the Soviet Union from the (actually obsolete) American missiles stationed in Turkey. Given his volatile mentality, both of

those factors may have played a part.

But to personalise the whole crisis is to trivialise it. Two incompatible systems confronted one another in the early 1960s, and when the Soviet juggernaut tried to gain a foothold in Latin America — first in Cuba, later in Chile and Nicaragua — the oldest axiom of US foreign policy, the Monroe doctrine, came into play. Cuba was a crisis waiting to happen.

DANIEL JOHNSON

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4
TOKEN NO. 4



Since 1945, *The Merchant of Venice* "can never seem quite the same again". Shylock's evolution is shown here by (left to right) Sir Henry Irving, Sir John Gielgud, Lord Olivier, Sir Alec Guinness, Dustin Hoffman, Antony Sher

As a leading theatre critic, John Gross appears an apt choice for a survey of one of Shakespeare's most troublesome plays. *Shylock*, however, is much more than a piece of extended theatre commentary; it is that rare beast, a literary-critical work that rides confidently through several fields — social history, etymology, politics — and emerges bearing the banner of its convictions brilliantly intact.

Lesser courage, and lesser minds, would have made an unholy botch of *Shylock*. Numerous productions of *The Merchant of Venice* have done just that, including in Gross's view the RSC's most recent one — Bill Alexander's 1987 staging, "a dice occasion throughout", starring Antony Sher (Dustin Hoffman's *Shylock* in Peter Hall's 1989 production is relegated to a footnote). Sher, who has been mesmerising in other magnificent roles such as Richard III and Tariff, exhibited in a spitting "blood-crazed fanatic" all the pitfalls of playing Shakespeare's Jew in post-Holocaust theatre. Take him to

wild extremes, stir deep prejudices, and a liberal (dare one say political?) audience will automatically adjust itself to the right, pro-Shylock, anti-racist mode.

Except that time after time, as Gross points out, this does not work. It did not work in 1970, with Olivier playing Shylock as a top-hatted, cane-toting businessman whose overriding concern was assimilation — barely a theme in the play if read closely, nor did it work, by contrast, with the vulpine creeps and histrionic villains (Emlyn Williams and Michael Redgrave) of the 1950s. And with himself playing the Jew, Gielgud's Old Vic production, all "light and lyrical (with) pastel shades, Canaletto perspectives, an opulent Venice, an enchanted Belmont", sounds embarrassing as a reading in 1938.

The problem with *Shylock* is that he doesn't fit history. The pressure

Usurer who craved the law

James Woodall recommends John Gross's survey of Shylock's evolution to those who accuse Shakespeare of anti-Semitism

of outer events and prejudices has invariably led to ranting caricature (or in Gielgud's case, wistful under-interpretation). It is Gross's salient preoccupation with Shylock's inner workings that makes his book so absorbing — though history is not for a moment sidestepped. Far from a rant himself, Gross calmly rises to the challenge of extracting Shylock from the play to which he belongs, subjects him to 400 years of interpretation and misinterpretation, and returns him decisively to Shakespeare's text.

The story begins with the source: a bawdy 14th-century Italian tale called "The Sponliano", which features Portia's Belmont and a sub-plot about a pound of flesh; the

SHYLOCK

By John Gross
Chato & Windus, £18

character who foreshadows Shylock was not named. Later, Marlowe's *The Jew of Malta* was an influence, but the political machinations of Barabas stand in marked contrast to the private obsessions of Shylock. Still, Gross stresses that both figures emerge from a medieval conception of Jewry, an image of a red-haired, well-poisoning, Christian-scourging devil. This was probably how Shylock was played by Richard Burbage.

As with most of Shakespeare's dramas, *The Merchant* was barely performed for much of the 17th century. In the 18th century, it suffered the same textual mutilations as the other plays. As Gross sifts through *The Merchant's* stage history, it becomes clear that, however powerful a figure he had been in literary mythology, Shylock did not begin to attain the theatrical status of, say, Richard III or Falstaff until the 1880s. The reason he did so then was Henry Irving.

Said to have played Shylock more than a thousand times, this extraordinary actor has an entire chapter devoted to him. Irving's Shylock was no martyr; he was, for the first time, imbued with characteristics usually reserved for

the great tragic roles such as Macbeth and Lear: pathos and dignity. Irving touched a nerve: the audience, says Gross, "saw the production, whether consciously or not, as an act of reparation for past injustices towards Jews, and they gave Shylock the full benefit of biblical associations". To balance Irving's Shylock, Ellen Terry also provided an ingredient that productions of *The Merchant* had until then lacked: a great Portia.

After Irving, the play became both popular and interpretative fair game. Intelligent explorations of the Christian-Jewish divide began to develop — in criticism if not always on stage — while unsettling ambiguities about the so-called "virtuous" camp, Antonio, Bassanio et al, crept in. Portia became a prize part for any actress: Shylock at last began to shed his time-worn stage robes of caricature.

Other cultures, too, took up the play; the French, Russians and Americans all saw it as a sounding-board for debate between the two poles of philo- and anti-Semitism. In Germany, the poet Heinrich Heine had once been *The Merchant's* most enlightening commentator. In the 1930s, of course, things changed: the theatrical barbed wire indicated on Shylock by the Nazis turned the play into an icon for ideological dementia.

For those who have lost count of the silly arguments they have had over Shakespeare's supposed anti-Semitism, John Gross's *Shylock* is an essential antidote. It may be ironic that it takes a book, rather than a production, to re-dignify Shylock with a human complexity, and a particular history of his own, that can be gleaned from the text if read correctly. But that is Gross's point: *Shakespeare's Jew*, though steeped in the cultural accretions of his race, is a violent force in a revenge drama in which revenge is ultimately more significant than race. Shylock is human; he just needs to be looked in the eye.

One of the typical features of the modern age is the way in which countries and regions around the world suddenly emerge into the spotlight of intense media attention. For a brief period exotic names trip off our lips with a casual familiarity, before returning to the obscurity from which natural disaster or political upheaval has plucked them. Three years ago, the Balkan countries were still on the dark side of the media's moon. The Romanian revolution at Christmas 1989 reversed that situation; now the ominous bloodletting in Bosnia heralds more grim headlines to come from the Balkans.

In 1990, Dervia Murphy fulfilled a long-held ambition to tramp around Transylvania, a land favoured by travel-writers until communism sealed it off from the individual wanderer, preferring the group tourist, usually from an equally regimented society in the Soviet bloc. Dervia Murphy captures the flavour of post-Ceausescu Romania wonderfully well. Whether she is describing the dusty paucity of goods on display in the shops, the survival of stifling bu-

Impaled on the Serbian stake

Mark Almond

TRANSYLVANIA AND BEYOND

By Dervia Murphy

John Murray, £16.95

ROMANIA IN TURMOIL

A Contemporary History

By Martin Rady

I.B. Tauris, £12.95 pbk

reocracy or the mind-set of the people she bumps into, she brings to life the realities of a country struggling out of the dead-end into which it was frogmarched four decades earlier.

The incompleteness of the Romanian revolution in 1989 is also the

theme of Martin Rady's more academic book. He discusses the reasons behind the violence which marked the overthrow of the Ceausescu in 1989 and has reappraised since.

Rady ends on a more pessimistic note than Murphy. Her affection for ordinary Romanians and their capacity for private decency shines through. Rady observes the continuing domination of politics by former servants of communism. The most likely victor in the second round of the presidential election will be the current holder of that office, Ion Iliescu, a former Politburo member. In their different ways, both Murphy and Rady are body as the historian see President Iliescu as the candidate of the communists with a survival instinct, and as the master of the state

machine which still permeates Romanian life. Iliescu represents the continuation of post-war Romania. For many Romanians, their ideal political model is located either further in the past or abroad in Western models.

The present government's unwillingness during the election in Bucharest to permit the return from Swiss exile of King Michael, Romania's monarch until 1948, suggests that it sees him as a symbol of both alternatives. Serbia shows Romanians the dangers of allowing former communists to hijack national pride for their own purposes.

Rady sees clearly the risks of inter-ethnic conflict in Romania, especially in Transylvania with its substantial Hungarian minority. Romania is very different from Yugoslavia. So far, both sides have backed off from full-scale confrontation. If Romania's politics continue to be overshadowed by the Bosnian tragedy, that might be a sign of hope that elsewhere in the Balkans things are going better. There are worse fates for Balkan countries than a period out of the headlines.

A prophet in Israel

Natasha Fairweather

JUDAISM, HUMAN VALUES, AND THE JEWISH STATE

By Yeshayahu Leibowitz

Edited by Eliezer Goldkorn

Harvard University Press, £31.95

for Judaism and Jewish nationhood. In 1952 he argued that the creation of the state of Israel presented Judaism with its biggest challenge since the Exile. Creative thinking was called for.

Halakha (Jewish law) is believed to be the word of God and is adhered to by observant Jews, but Leibowitz urged that it be reinterpreted. The religious community must not, he said, be reduced to a special-interest group living parasitically while the secular majority got on with running and protecting the state. Women must also be allowed to play a fuller role.

Such a stand was calculated to antagonise the highly conservative religious community. But Leibowitz has never been a man to shy away from exposing the unpleasant aspects of his society. These essays address complex subjects, inaccessible to the gentle reader; but Leibowitz always manages to combine rigorous analytical clarity with a flamboyant literary style. This is the essence of his charisma.

The most notable stand which he took relates to the occupied territories. In the days immediately after the Six Day War in 1967, Leibowitz was a solitary voice warning that the occupation would corrupt and possibly destroy the Jewish state. With considerable prescience, he set out in 1968 a vision of an Israel which was so "secure" that it had to spend ever more on defence of a people's army which became an occupying force, the mainspring of a police state; and of a country in which Jews were invariably the bosses whilst the Arabs toiled at menial jobs.

Leibowitz is utterly clear in his distinction between the sacred and the profane. The land of Israel is not intrinsically holy. The uniqueness of the Jewish people is not a fact: it is an endeavour. To use Judaism as a means of satisfying powerlust is a most dangerous profanity. He has little time for those secular Jews of the diaspora, exemplified for him by George Steiner, who have replaced the theological core of Judaism with the destiny of the Jewish people.

But does the man who attacks almost everything about Israel feel disappointed by the state which he fought to create? Not at all. Leibowitz has always been a Zionist because he was "one of those Jews who are fed up of being ruled by the Goyim [gentiles]". Israel, therefore, has fulfilled all his expectations.

Back hitching

This fifth volume marks Douglas Adams's return to the scintillating form of his first two *Hitch Hiker's Guides to the Galaxy*. If you are unacquainted with the latter, you should probably read them first — unless Aristophanes, *Gulliver's Travels*, Lewis Carroll, Einstein, S.J. Perelman, the Goons and/or Monty Python are not to your taste. The series started on radio, and retains its appeal as that immaculately visual genre, writing that encourages the audience to devise its own illustrations. Thus we get an out-of-this-world evocation not only of the entire Milky Way and beyond, but of quite specific sections of warship Earth: New York, for instance, where the new book begins, reader, with your sort of animal, that "has to wrap itself up in lots of other animals at one point in your planet's orbit, and then finds, half an orbit later, that your skin's bubbling".

Here as before, some of the wildest flyers are, at first, perfectly recognisable from our daily mir-



Adams: graphically comic

rors "Tricia loved New York because New York was a good career move. It was where most of the world's TV was anchored. Tricia was a TV anchor person, a rapidly rising anchor. She had what it took: great hair, a profound understanding of strategic lip gloss, and a tiny secret interior deadness which meant she didn't care." Here again is Ford Prefect, Adams's best informed time-and-space-traveller, falling past the 16th floor of the

Michael Horowitz

MOSTLY HARMLESS

By Douglas Adams

Heinemann, £12

monstrous new Guide Building, he observes: "Sub-editors. Bastards. What about all that copy of his they'd cut. Fifteen years of research he'd filed from one planet alone and they'd cut it to two words: 'Mostly Harmless'. V-signs to them."

Arthur Dent, the *Galaxy's* most alienated and old-worldy protagonist, who so much wished the earth on which he grew up had not been demolished, looks up at a sky over Lamuela "which was sullen, streaked and livid — the sort of sky that the Four Horsemen of the Apocalypse wouldn't feel like a bunch of complete idiots riding out of."

But the book closes with a machination in no sense led up to by the pacey, intricately patterned plotting or vivid characterisations that precede it. I can only hope that Adams gravitated to this abrupt emergency landing of a finale because of subtleties that will come to light in book six. Come to think of it, page 215 may contain a clue to the ending's uncharacteristic evitability, for on it "a thin, ill-looking man" appears out of the blue "trying desperately to remember which drug I've just taken. It must be one of those which you can't remember." Can this be Adams's deconstruction of the authorial interface that modish academics rejoice to catch sub-textually napping in raconteurs from Chaucer to Hitchcock? Or is it the true voice of bestseller-fetters, fizzling out as honestly as can be managed in the noose of the publisher's deadline?

Either way, I urge Adams to kick to low hell the drug of instant product for market-value's sake, and roll on with further volumes that consummate his promise as one of Britain's most graphically comic novelists.

Case dismissed

Alastair Brett

HATRED AND CONTEMPT

By Peter Rawlinson

Chapmans, £14.99



Rawlinson: libellous liaisons

progressively thinner and thinner. While the affection between Alexandra Layton and her father is palpable, Rawlinson is out of his depth when developing her romance with the young barrister. Silks, however adept in court, simply do not end up in bed with their instructing solicitors, however pretty, after only three or four encounters.

Solicitors will also be amused by the gloss put on the usual relationship between a solicitor and leading counsel. Silks are unlikely to have anything to do with their own fees and are even less likely to go out looking for witnesses. Conveyancers do not usually turn their hands to litigation, nor do tax silks take on libel actions. Some libel specialists may also think that Tarnovic could also have sought some comfort from a "response to attack" defence rather than seeking to justify his pamphlet.

Even with an over-ornate plot, this book is a good light read. When on home territory — how the older characters in the book think and feel and Harrington's cross-examination during the trial — Rawlinson is in his element.

Alastair Brett is company solicitor for Times Newspapers.

Disraeli bows to Beattie

Robert Silver

MODERN BRITISH JEWRY

By Geoffrey Alderman

OUP, £40

of Deputies — was happy to go along with tight restrictions on German refugees in the 1930s, left action against Mosley to East Enders, and did little to press the British government to bomb Auschwitz.

Much of the book is about religion — different chief rabbis, the formation of new synagogues (of which there are now too many), breakaway movements from Orthodoxy to the left. We see how ultra-Orthodox rabbis are now gaining office in suburban synagogues, polarising the community once again. One can see at least six different denominational traditions, although it is also true that a clear majority of British Jews are technically "Orthodox", unlike in America, where "Reform" holds sway. Little in this history offers room for a secular Jewish stance — surprising, given the Jewish role in British scepticism, from Chapman Cohen, the tub-thumping 1920s atheist, to humanists such as Sir Hermann Bondi and A.J. Ayer.

He notes that official statistics show a numerical decline by a third to 300,000 or so since 1945, de-

spite recent South African and Israeli arrivals, largely due to a low birth-rate and "marrying out": he does not explore either trend. Many Jews or half-Jews on the community's fringes are omitted from the 300,000. He cites other reputable data, showing that the average British Jew has a 30 per cent higher income than a non-Jew (less perhaps than many assume) and his own polls to establish a decisive voting shift from left to right, starting, he says, as early as the 1950s. Despite 35 Labour Jewish MPs elected in 1974, it is probably still true that any given Jew is less likely to be Conservative than his social class implies. An urban, commercial being, he may also be less likely to endorse "Green" stances, with their "New Age" Christian flavour.

But too many people, types, value-systems and activities are left out here. A more speculative, impressionistic approach can add colour and texture. What one can call an "Anglo-Jewish sensibility" should emerge more strongly. In a sense, what we need is the history of the psychology of a minority. Is there, for instance, a distinctively British version of Jewish humour? How has it evolved? Or is the line from Disraeli's wit via the films of Peter Sellers to Maureen Lipman, to quote Leonard Woolf's memoirs, *Downhill all the Way*?

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Private faces in public places

Antonia Fraser on a study of biography which says that literary executors should ignore authors' requests to destroy papers

Henry James summed up what he called the greatest of all literary quarrels — what should and should not be revealed about a writer following his or her death — as "the eternal dispute between public and private, between curiosity and delicacy". The dispute is not only eternal but also endlessly fascinating; its most elegant exploration is James's own story *The Aspern Papers*.

Where writers themselves are concerned, I suspect that many of them may secretly hope for discretion to be shown towards their own failings, while seeing nothing wrong in candour being shown about those of their colleagues. That is human enough. But we are by definition not talking about the writers themselves in this dispute, but about those who were once close to them and as a result administer their literary estates. These are, broadly speaking, the representatives of "delicacy". On the opposite side of the fence we have the biographers, and it is they who represent "curiosity", not only their own curiosity but that of the public, as they judge it to be.

This dispute is the theme of Ian Hamilton's *Keepers of the Flame*, a series of case histories of literary estates, ranging from that of John Donne in the early 17th century to Philip Larkin in the late 20th. As Hamilton states in his preface: "A book about literary estates has to be about many other things as well: about changing notions of posterity, about copyright law, publishing, the rise of English studies, the onset of literary celebrity" (sic). This is true enough; the reader will find enough material on all these, rarely deployed, to feel comfortably expert at the end of the book.

It is not however for this reason, I feel, that *Keepers of the Flame* is such a compelling read. (In fact the sheer pleasure I got from reading it reminded me of my first encounter with John Gross's *The Rise and Fall of the Man of Letters*, another literary pastime-turner.) But Ian Hamilton's principal study turned out to be biography itself. How much should a biographer tell? How much should an executor suppress? What would the biographers have wanted — do we know? And here, judging from these case histories, he has been able to mine such a rich seam of greed, deceit, selfishness and hypocrisy — to say nothing of less obnoxious passions such as play, residence and love — that one begins to wonder whether a literary estate is not something like the gold in Wagner's *Ring*:

bound to bring dissension in its wake. The book compels because it is about bad behaviour in the shadow of the great.

There is also comedy here — not however the kind of comedy the hapless writers intended. Davenant's post-Restoration triflings with Shakespeare, for example, were brought about because he had acquired "or so he thought, a shrewd sense of audience requirements". Shakespeare, in his opinion, needed some "revamping", and in certain places the language required "clarification and polish" ("Sleep that knits up the ravelled sleeve of care" might well trip more fluently if altered to "locks up the senses from their care"). Davenant is the ancestor of those Hollywood film producers today who cause writers' scripts to be doctored into pedestrianism to fit with their own sense of "audience requirements".

Davenant of course did not have to deal with a copyright act. After the first such act in 1716 — which gave publishers the right to new titles for 14 years only — matters were somewhat more complicated.

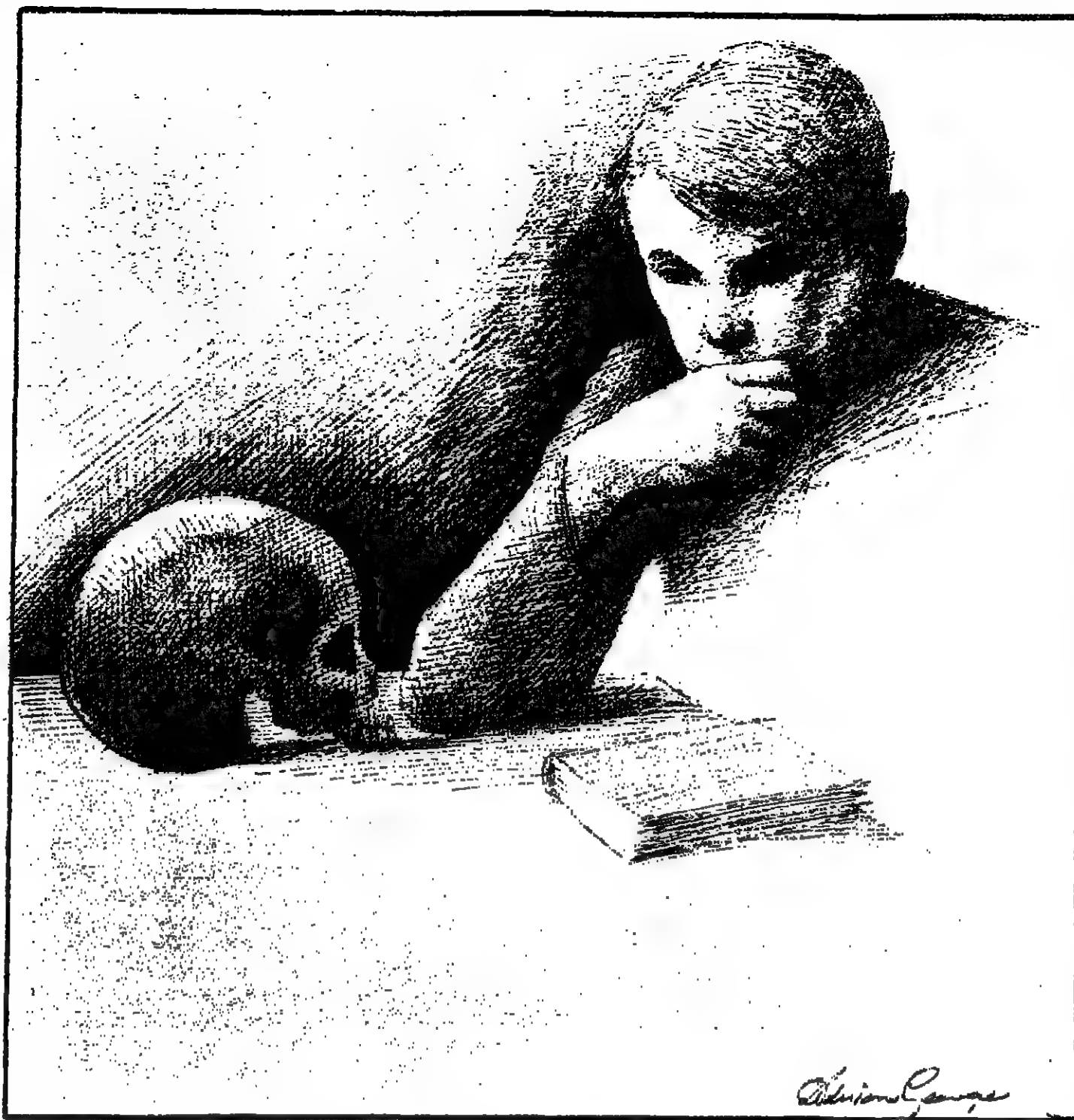
As a result, Hamilton's case histories are progressively more intriguing. Pope seems to have been the first writer to complain of the invasion of privacy in spritely lines: "Shut, shut the door, good John! ... I'm sick, I'm dead." But the case of Boswell introduces the rights — or rather the glamour — of the biographer. Hamilton points sardonically to the fact that Yale found it easier to finance the publication of the Boswell Papers than a new edition of Johnson, although Boswell's fame refracts Johnson's light.

The problems posed by Byron and Shelley's early deaths, coupled with their irregular family lives, are vividly dealt with. Hamilton passes on to the pious biographies of the Victorian age, what Gladstone felicitously termed "a residence in three volumes", typified by Hallam Tennyson's life of his father.

By the time we reach the 20th century, with Kipling (problem wife and problem daughter) and Hardy (in a sense, two problem wives), we are beginning to join in Hamilton's game with zest — to destroy, or not to destroy? To suppress or not to suppress? Is there indeed a public right to know which is stronger than an individual's right to privacy, just because that individual may be considered something called "a great writer"? Conscientiously, Hamilton gives us his own judgment. At first sight, he appears to come down on the side of privacy or "delicacy":

"Writers... should follow Henry James and try to serve as their own keepers of the flame. If they don't... then it seems to me that fifty years is not too long for us to wait for the 'whole truth'. But then Hamilton adds this contradictory caveat: "No one, family, friend or executor, should burn anything... whatever the specific instructions of the deceased." This, by denying to the writers the testamentary rights of other human beings, puts him back on the side of curiosity.

Not that I would criticise Hamilton for this ambivalence; he merely reflects all over again, the essential ambivalence of the subject. More disconcerting is the harsh way he



tends to treat widows, for whatever reasons, conscious or unconscious. (One recalls that as the biographer of Robert Lowell, who died in 1977, Hamilton had to deal with two spirited and talented women, both writers themselves: Lowell's wife Caroline Blackwood and his former wife Elizabeth Hardwick.) This hint of literary misogyny is underlined by the fact that only one widower is considered at length, and that is Ted Hughes. He is treated comparatively tenderly (and why not when one thinks what he has had to endure). It would have been pleasant to find the same tenderness extended to some of the female relicts, however misguided.

One of Thorne's recurring themes is the peculiar thrill attaching to relationships with the sisters of one's best friends. Tennyson's beloved friend Arthur Hallam sustained a half-hearted engagement to Tennyson's invalid sister Emily. Tennyson, at the time he was writing what Thorne calls his "giddy poems", is described as being in a state of "feverish erotic excitement". Tennyson himself had a ten-year stop-go engagement to another Emily, who finally became his wife.

Scorning idylls of the laureate

Victoria Glendinning

TENNYSON

By Michael Thorn

Little, Brown, £20

The first full-scale modern biography of Tennyson was Robert Bernard Martin's in 1980. Now Michael Thorne pulls past and present together by exploiting his 20th-century perspective, drawing attention to the fact that this is "probably" the first biography of Tennyson to refer to the soap opera *Neighbours*. The unintended effect is to make one of Tennyson's *Idylls*, "Carew" and "Lynette", sound like an episode from the same soap opera. Nor is Thorne afraid to say of the poem "O Darling Room" that it is "about as cack-handed a piece of verse-making as any poet has thought fit to print".

One of Thorne's recurring themes is the peculiar thrill attaching to relationships with the sisters of one's best friends. Tennyson's beloved friend Arthur Hallam sustained a half-hearted engagement to Tennyson's invalid sister Emily. Tennyson, at the time he was writing what Thorne calls his "giddy poems", is described as being in a state of "feverish erotic excitement". Tennyson himself had a ten-year stop-go engagement to another Emily, who finally became his wife.

The convention has been to believe that marriage stifled Tennyson's lyric impulse. Thorne portrays Emily as a devoted student of "dearest Ally" and his work, at fault only in drowning him in adulation. When she could no longer sustain this she took refuge in back pain, leaving their elder son to be the self-sacrificial keeper of the flame.

Thorne's primary interest is in Tennyson the man and not his milieu. Unwilling in early chapters, to "bore the reader with thumbnail sketches" of Tennyson's friends, he never finds the right moment. Some of them, including many who were significant figures in their own right, remain faceless. This leads to problems. Knowles on page 384 is not the same man as Knowles on page 385, but you cannot know this without consulting the index.

The poignancy of the relationship with Arthur Hallam is necessarily given full treatment. Thorne is certain, as was Martin, that the attraction was not sexual. Tennyson was always a gloomy, withdrawn man, obsessed with his physical and spiritual ill-health, preoccupied by his bowels and nerves as by love, grief and mortality.

But then he had inherited the famous "black blood" of his family. Thorne tells the story well, starting with the childhood in the comfortable but eccentric Lincolnshire vicarage dominated by a sick and resentful father and a string of

family feuds. One brother became an opium addict, two others were packed off in youth to lunatic asylums. He always needed minders, and always found them. In the 1830s he lost thousands in the hopeless business venture of a madhouse-keeper who tried to market machine-made woodcarvings. He made little money from his poetry to start with, and a convenient civil list pension was obtained for him by supportive friends when he was still in his thirties. Like fatherhood and domesticity, recognition came late.

Not that Tennyson was ever fully domesticated. He was restless, moving from house to house. He drank a great deal, and after his bottle of port would read his own work aloud for hours at a stretch to trapped guests. He was mad for a peerage, and got one.

As an old man he liked to pinch and stroke young ladies. They did not like it at all. Thorne is much tougher with Tennyson about this habit than Martin. Yet his achievement in this book is never to let us forget that this self-absorbed, dirty, egotistical hypochondriac is also the poet who wrote lines which have passed into the common consciousness as have those of no other poet except Shakespeare. (It sounds like a joke, but he also wrote a "Charge of the Heavy Brigade".) It didn't catch on.

Thorne is perceptive about how popular sentiment, left without an object on the death of Dickens, was transferred almost overnight to Tennyson. He is instructive too in suggesting that celebrity in the modern sense began only with the spread of photography. Tennyson groaned when he was recognised, and sulked when he was not. Thorne is astute about how a reclusive, self-centred man like Tennyson was capable of outrageous social behaviour, precisely because he was not fully aware of other people.

Thorne has succeeded in his aims in that he has brought the pungent old devil alive. You need to be a theologian of Tennysonianism to know whether his challenges to previous biographers over matters of detail are justified. I must remain neutral. But as Thorne writes, apropos the concocted praise that Tennyson received from his Cambridge pals: "Pleasant reviews from one's friends are one thing, but a boost from a really neutral party is what the writer really craves."



Tennyson: monologues

The grand instructor, Burke

Daniel Johnson

THE GREAT MELODY
A Thematic Biography and
Commented Anthology of
Edmund Burke

By Conor Cruise O'Brien
Sinclair-Stevenson, £22.50



Burke: fiery

trations are scattered at random. Yet the many years that O'Brien has spent reading Burke, the fruits of which fill more than 600 pages to bursting, have not been in vain. In sum, this often maddening but ferociously intelligent book is worthy both of its subject and of its author. There could be no higher praise. All Burkeans must buy it.

Copious quotation is essential in any life of Burke, a man who wrote and spoke as well as anybody has ever written or spoken English. But saying close to the sources does not mean that a biography ought to be an anthology too, as the subtitle of this book implies. O'Brien himself wrote many years ago, in his introduction to the Penguin edition of the *Reflections*: "But it is nearly as wrong to anthologise the *Reflections* as it would be to attempt to paraphrase or systematise them."

The "thematic" structure of *The Great Melody* distorts the chronological framework while the themes themselves — Ireland, America, India and France — are inadequate vessels to contain the effervescence of Burke's thought. Only when they impinge on the public life do we glimpse the other facets of "this wonderful man", as Fanny Burney called him: Burke the wit, who impressed Dr Johnson

and the high society of London and Paris; Burke the pioneer of aesthetics, whose *Philosophical Inquiry into the Origin of our Ideas of the Sublime and the Beautiful* of 1759 helped to shape the romantic sensibility; and Burke the intensely private husband, father and friend.

Yet how masterly is O'Brien's grasp of Burke's inexhaustible rhetorical riches. While the impact of Burke's "vortex" of a personality is never underestimated, the moments of high drama — the fall of the Rockingham Whigs, the impeachment of Warren Hastings, the clash with Fox over France — are placed in historical context. On the other hand, the reductionist fallacy of Lewis Namier and his school, who ignored the ideological dynamics of Georgian politics and substituted a static system of patronage, is given a pasting.

O'Brien himself implies that the most original contribution of this book will prove to be its investigation of the Irish and crypto-Catholic "level" of the Burkean "great melody". An aversion to overweening authority came naturally to a man whose father had been forced to become an Anglican convert for Edmund's sake, and whose Catholic mother's people had lost their once extensive influence under the Protestant ascendancy. This thesis seems plausible: Burke was indeed a seer, who had prophesied the consequences of the French Revolution in his earliest writings, when he denounced the liberal atheism of the Voltairian philosophes.

Irish though Burke seems to have more in common with continental Catholic thinkers, such as Joseph de Maistre, than O'Brien would like to think. He uses the description "a liberal and pluralist opponent of the French Revolution" of a man who saw "the creed of the Rights of Man" as the "symbol of all evil". The theological terms which so often creep into Burke's late works are a symptom, not only of his "Jesuitical" background, but of his profound insight into what the late Jacob Talmon called "totalitarian democracy", advocated by Rousseau and implemented by revolutionaries from Robespierre to Lenin and Hitler. Burke alone saw immediately that the proper precedent for the French Revolution was

not the American war of independence, but the Protestant Reformation and the wars of religion. His pessimism was, among other things, that of the Catholic who sees Christendom rent asunder for a second time by the "philosophy of vanity".

O'Brien is right to see Burke's analysis of the French Revolution as applicable to the later-day heirs of the Terror, but he tries to distance his hero from the American scholars, such as Russell Kirk, who made use of Burke during the Cold War. I fear that Burke would have been delighted to be used in that way, and would have heartily assented to the liberal and un-parliamentary measures which were occasionally employed against communism. Thomas Paine, whose bestseller *The Rights of Man* was written as a counterblast to the *Reflections*, complained that Burke did not bother to respond, but recommended the use of "criminal justice" against him. Burke saw sansculottes under the bed to such a degree that he was buried in an unmarked grave to prevent its possible desecration.

But O'Brien shows that the fiery counter-revolutionary of his last years was responding to alarming new dangers. Unlike most modern liberals, he loved liberty — provided it was balanced by order and restraint. Unlike his continental followers, Burke believed in "a slow but well-sustained progress" over generations. He was not a democrat, but he thought ordinary people often wiser than their intellectual superiors.

He admired those parts of the British constitution, such as the House of Lords, which incorporated a bias against innovation; but he was a moderate reformer who checked the extension of the royal prerogative and prevented the continuation of the American war, who did much to render the East India Company responsible to parliament and to extend civil rights to Catholics in Ireland. His distinctive combination of implacable opposition to the adversaries of the British people, their liberties and their parliament, and sensible compromise with anybody who can assist in that struggle, is one that the Conservatives practised from 1975 to 1990. These momentous weeks will show whether the language they aspire to speak is still Burke's.

Dusting off our journals

Clive Wilmer

LITERARY MAGAZINES

In the 1960s, if you wanted to know what was really going on in contemporary literature, you could do worse than make for the Charing Cross Road, to browse through the little magazines. One shop, Better Books — now long gone — had a whole department devoted to them. Today, as the editors of *Mediterranean* remind us, distribution is the most serious problem a new magazine has to face. Libraries can't afford to take out new subscriptions and tend to think of serious mags as "elitist" anyway. Booksellers turn up their noses at "dust-harbourers".

Yet there has been a rash of new periodicals over the past two years. The look of them is positively opulent compared with the Better Books staple of c. 1965, but the emphasis is strikingly non-Western. *Mediterranean* 2/3 (already a double issue of 336 pages) is much the most impressive of the crop. It's a literary/political quarterly which takes as its focus the Mediterranean basin. The editors bravely include some pieces in French — well, it is on the National Curriculum — and print poems in parallel text, even if the original tongue is Arabic or Catalan.

The magazine has its flaws. The poetry is mostly dull and the poets concerned are sparsely represented. The rest is of unequal value. But some weighty fish have been netted: an interview with Nobel laureate Naguib Mahfouz, for instance, a rare new poem by David Gascoyne, and the first article I've read on the Yugoslav civil war that actually answers the questions we've all been asking. This last succeeds so well because the author, Richard West, clearly knows who he's addressing.

The new Central Europe provides the focus for *Storia*, though its editor describes this neat little pocket-book as "a quarterly magazine of writing from East and West". Past issues have printed work by newcomers alongside such major figures from the old communist bloc as Czechoslovakia's Bohumil Hrabal and Hungary's Péter Esterházy. The latest issue, *Storia* 5, has a more Western emphasis, including a brilliant but chilling short story by the young American writer Dean Albrecht.

A more consistent effect is achieved by the monocultural *Glas*, which is published in Moscow and features writing from Russia only. With its greyish print on cheap-looking glossy paper, it irresistibly recalls the bad old days, but the content could not be more different. Number 2 is devoted to "Soviet Grotesque", many of the contributors poking fun at the solemnities of official Communist writing. The absurd, the weird and the perverted are offered in deadpan manner, as if normal and healthy.

A different kind of coherence is achieved by the long-standing Israeli review of the arts, *Ariel*, now on its 88th issue. This is more the sort of publication that ministries of culture favour. The present number includes a piece on the painter Zvi Malkin, who was involved in the capture of Adolf Eichmann. While on that extraordinary quest, Malkin painted a series of pictures relating to it on the printed pages of a guide to Argentina. Even in reproduction they are compelling.

All the magazines I've mentioned publish poetry and almost all of it is wretchedly translated. The notion that some verse translation is automatically better than none cannot be contested often enough. It is a fallacy that has never beguiled the editors of *Agenda*. Now 30 years old, this once-great poetry magazine has lately been losing its way a little. The current issue, a Festschrift for that magnificent poet Geoffrey Hill, is very much a return to form. It includes four new poems — typically resonant broodings on the painful tangle that is human history — and several critical essays on his verse. The prize contribution, though, is a memoir of Hill's schooldays in the 1940s, an affecting piece of social history including some remarkable examples of his juvenilia.

Mediterranean 2/3 is published by Didsbury Press, 7 Dursley Avenue, Didsbury, Manchester M20 8XE, at £7.99. Quarterly review of new writing and images reflecting contemporary life in the Mediterranean region.

Storia 5, distributed by Cape, is available from PO Box 1911, London W11 1SE, at £5. Quarterly magazine of writing from East and West.

Glas New Russian Writing 2 is available from the Department of Russian Literature, University of Birmingham, Birmingham B15 2TT, at £5.95. Quarterly.

Ariel 88, distributed by Youval Tal Ltd., PO Box 2160, Jerusalem 91021, Israel; \$8 (plus ev. mail). Quarterly review of Israeli arts and letters.

Agenda, Vol. 30, 1-2, 5 Cranbourne Court, Albert Bridge Road, London SW11 4PE, £8. Poetry quarterly.



Selling fun: Sol Kerzner at one of his hotel's casinos

High stakes to be won

South Africa is deciding whether to legalise 'hard' gambling

An advertisement for one of the Sun group hotels in South Africa suggests that you get the best sound if you turn off the radio and television, in your room and listen to the bird calls, and the occasional cough of a lion. In most of the Sun hotels, however, if you listen hard in the silence of the night what you will hear is the jangle of the slot machines, and the occasional half hysterical "ow-ow-ow-ow!" of a big winner drowning in the silver rush of coins into the trough.

Many of the Sun hotels are located in the so-called independent black homelands, or "bantustans". These are also known as "casinostans" for their one sure source of income (apart, of course, from the generosity of the South African taxpayer, who supports the cost of their entire governmental structures) was the money from licensing and taxing the gaming which is illegal in white South Africa.

South Africa's passion for gambling has led to a surreptitious growth in gaming. Outside the homelands as many as 500 illegal casinos have sprung up, which, since they are not in remote and largely inhospitable areas, are attracting the money (and gaming staff, too) that used to attach to the Sun organisation.

H.J. "Kobie" Coetsee, the justice minister, announced this week that the government is to bring forward its gambling amendment bill at a short session of parliament which begins on Monday.

The bill has been considered by the parliamentary committee on justice, and will have the curious effect of declaring an immediate ban on all forms of "hard" gambling in white South Africa. There has been some question about the law and this is to take that uncertainty away. The ban will be retrospective to October 1, but no operator already in business will be prosecuted before February 1 next year provided he can show that his business has not expanded.

The aim of this curiosity is to allow a commission of enquiry (which should publish its report by February 1 next year) to examine the desirability of allowing exemptions from the law in certain regions of the country. These recommendations, says Raydus, MP, the committee chairman said yesterday "will bring order and stability to the unsatisfactory situation which currently exists".

They will also provide a way for the new government of the new South Africa to permit the homeland casinos to continue when, or if, their hosts are re-incorporated into South Africa proper.

Certainly the casinos have become focal points for a huge investment in the tourist industry, and have become big money-spinners for their hosts. It would scarcely be right for the government to have encouraged Sol Kerzner to invest R8 billion (£2 billion) in developing his tourist complexes — R350 million for the new Lost City complex at Sun City, for instance — and then say sorry, you cannot do that any more. However, few believe that Mr Kerzner will lose out.

Gaming aside, some gambling is legal in South Africa. Serious talk shows or radio golden discs are regularly interrupted to bring the latest horse races from Turfpoint, or Newmarket (that is the Newmarket in Johannesburg). The sport is taken with immense seriousness. Certain kinds of lotteries are legal also.

Up until now though, the government has turned something of a blind eye to the pirate casinos. "I don't understand this country," says Jack Galloway, head of gaming for the Sun casinos, newly arrived from Atlantic City and Las Vegas. "Where I come from if something is illegal people move in to stop it, or at least to look at it and see if it can be stopped. Here, that doesn't seem to happen."

But a new dispensation for more widespread gaming could suit the Sun people, too. As Mr Galloway pointed out, "We would want to participate. There is not a company in the southern hemisphere that has our expertise. And we understand the morality of gambling in this country. We sell fun."

MICHAEL HAMLYN

Anthony Freeman has been rehabilitated by the prime minister, Matthew d'Ancona reports

History Man comes in from the cold

Today's heresy is tomorrow's orthodoxy, as every historian knows. One minute the lions are gnawing at your flesh and the lynch-mob are carting you to the gallows, the next you are at the right hand of the king, the beloved courtier and adviser. But even Anthony Freeman, who has a doctorate in history, could not have expected the dramatic reversal of fortune which spun him back into the limelight last Friday.

Dr Freeman is one of the education establishment's great pariahs. In 1987, he and Christopher McGovern, his department head at Lewes Priory School, East Sussex, began making robust, traditionalist criticisms of the GCSE history syllabus, kicking off an almighty row about the future of their subject which was to win them support from 50 MPs and blue-chip historians including Lord Beloff and Norman Stone. Two years later, for their pains, they lost their jobs at the school as part of a "re-organisation" which many thought a thinly-veiled exercise in persecution.

The dispute and its after-effects have rumbled on. Dr Freeman, now a member of the School Examinations and Assessment Council's history committee, has been unable to find a permanent teaching post in East Sussex and was rejected by the revamped schools inspectorate earlier this year. At 47, his future in the mainstream looked bleak. Then, last Friday, the day Dr Freeman was finally struck off the local authority's list of supply staff, John Major rode to the harem's rescue.

'In the last ten years, history teaching has stressed the process rather than the product'

In a published letter to a retired union chief, the prime minister said that Dr Freeman's work with Mr McGovern had clearly identified the "insidious attack on history" and "challenges to the traditional core of this crucial subject". Teachers were left in no doubt that No 10 is thinking hard about the future of history in the classroom and — horror of horrors — is listening to the reviled "Lewes two", iconoclasts who were thought to be safely locked out in the cold.

Dr Freeman says that the prime minister's intervention signalled a victory for common sense in an "over-intellectualised" subject which has lost its soul. "I have felt very lonely, isolated and vulnerable and very much appreciate the support. But it has to be translated into a will to reform among a group of people. We have not yet achieved the common ground."

The battle to define that common ground in the national curriculum and GCSE syllabuses has been cast as a straight fight between traditionalists and radicals, conservatives and progressives. Dr Freeman dislikes the political tags that have been applied to his work but is forthright about the extent of the disagreement. "In the last ten years, history teaching has stressed the process rather than the product. There has been an unhelpful debate on skills versus knowledge, and a view has begun to develop that history is just a vehicle on which to do some exercises."



Open door: Dr Freeman was one of the education establishment's pariahs until John Major took his side

After the political furor that surrounded the findings of the national curriculum working party in 1989, the prospect of another slanging match fills many teachers with dread. In any case, Dr Freeman's critics say, he and the prime minister are five years out of date, pushing at an open door. "Most of the differences have been sorted out in the production of the national curriculum," says Martin Roberts, the deputy president of the Historical Association. "It's not all about peasants, black peasants and black women. Kings and queens, politicians and dates are all there in the legislation."

The good doctor is not convinced by this line. The curriculum, he says, is still built around an arbitrary hierarchy of skills, setting pupils attainment targets which they can achieve with a limited command of fact and chronology. "You could tackle the Industrial Revolution in an afternoon and satisfy the legal requirement. You don't need to demonstrate the depth and breadth of your knowledge."

But what knowledge? Here Dr Freeman and his allies enter the lists with the ghosts of the past and the great

historical thinkers of the 20th century who have tried to construct the right framework for their subject. Is history an inevitable march toward a predetermined goal as Whigs, Marxists and now Francis Fukuyama have argued? Or is it the story of uninspiring continuities and self-interest, as the modern "revisionist" school proposes? Or (as Emerson said) simply the biography of great men?

Faced with this analytic abyss, Dr Freeman is unabashedly a back-to-basics man. No British history curriculum, he says, should ignore the key pillars on the highway to nationhood: the reforms of Henry VIII and Cromwell, the break with Rome, the English Civil War. Charges of jingoism or indoctrination miss the point, he adds.

"Nationhood is part of the foundation of our society and it is more of an issue than it has been for a long time. The nature of the state is in question." A child needs this grounding in national history to become a citizen, he says, as well as an appreciation of the great political events of world history: the French and Russian Revolutions, the rise of the Nazis.

But he is more cautious about teaching which focuses upon class, ethnicity or gender — the staple of the so-called "new history". "I wonder if discussion of class isn't leading to stereotypes and enforcing a political view which may not be a very helpful one." Men and women may be bombarded by historic influences beyond their control but, in the Freeman vision, they remain individuals, autonomous beings who forge their own destinies.

So for instance left-wing historians see the Industrial Revolution as a key event in the history of the mass labour movement. Dr Freeman identifies instead it a flowering of "the concept of enterprise, which does not have to be state-led". Marx versus Hayek: you pays your money and you takes your choice. But at least get your facts straight, he says.

The guardians of the national curriculum are emphatic that a review of history is not on the cards, but their political masters may already have decided otherwise. And if there is to be change, one can now be sure that Dr Freeman will play a part in it.

Beware bogus doctors

The phoney is dangerous but hard to spot

People who have a resentment about their social status, sometimes covert rather than overt, can compensate for their real or imagined inadequacy by masquerading in roles that they see as powerful and admired. It may surprise young doctors, one in three of whom wish they had not chosen medicine as a career, to know they are often the role model.

A few years ago out-patient clinics seemed to be studded with fighter pilots who had never down an aircraft, VCs who had never left our shores and racing drivers who could manage only a Mini. However, a few well directed questions were usually enough to uncover their pretence.

The bogus hero destroys nobody but himself. The bogus doctor may well be a hazard to his patient's life, and a liability in the medical team, but is much harder to detect. Masquerading doctors play their role to excite the admiration that boosts their ego and entails doing something rather than just humming and hawing by the bedside. There in lies the danger.

Matthew Brafman, who was jailed this week for using false registration documents, gaining pecuniary advantage by posing as a doctor and drawing up a false death certificate, had tricked his way into a hospital job.

A few years ago an unqualified Italian became a leading neurosurgeon with an international reputation. His pretence was uncovered by chance. He had started at the bottom in a highly specialised developing subject, about which no newly qualified house surgeon was expected to know much. Learning by experience, and from colleagues, he moved steadily up the medical ladder. Patients are unlikely to detect anything odd. Indeed, they may be impressed and delighted by the bogus doctor's enthusiasm, interest and a ready explanation for their troubles. Doctors are better at spotting something amiss.

However, as Robert Cohen, an NHS consultant psychia-



Brafman: now in prison

trist and the medical director of a private psychiatric clinic, adults, even doctors are often fooled. "The desire to be a doctor and powerful and influential can be so great that the underlying inadequate personality is well hidden."

In one case of which Dr Cohen had personal knowledge the miscreant was charming and the patients loved him dearly but his colleagues noticed that he avoided talking about earlier medical training and was vague when discussing individual cases. Even so, he knew the jargon and was adept at simple procedures. He was later exposed and convicted.

Dr Cohen cautions against the danger of assuming that all bogus doctors are merely inadequate. Some may have a severe personality disorder and be motivated by a desire to assault patients sexually or to satisfy some perversion by practising surgery. They are prepared, as are many psychopaths, to go to great lengths to satisfy their desires.

Patients should beware of the "doctor" who arrives at their house or bedside unasked for or unannounced and seeks to examine their most intimate areas, or those of their children, but there is no magic sign to warn a patient that a doctor is bogus. The genuine doctor is not ashamed to consult another doctor or use reference books, perhaps to look up drugs in *Mims (Monthly Index of Medical Specialities)* and the *British National Formulary* in the patient's presence. Their ego does not have to be flattered by the pretence that they know the *Oxford Textbook of Medicine* by heart.

THOMAS STUTTAFORD

IS THE LAW MALE?

A Times/Dillons debate on injustice in the British legal system, looking in particular at the treatment of women in our courts, is to take place later this month. The debate will be led by Helena Kennedy, QC, who will be opposed by the barrister Christina Gorna. Lord Williams of Mostyn will be in the chair.

The debate will take place on Thursday, October 29 at 7.15pm at the Institute of Education, 20 Bedford Way, WC1. Tickets are available from tomorrow. Times readers can obtain tickets by filling in the coupon below.

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Dominicans say that Columbus brought bad luck

Seven and a half million Dominicans held their breath at the flicking of a switch yesterday, and prayed they would not be cursed. After 60 years of controversial design, debate and construction the mammoth Columbus Lighthouse, sent its powerful beams skyward.

Dominicans fear the *fucu* (pronounced fooku), a word of African origin describing the widely believed curse that has bedevilled the country's 500-year association with the man who "discovered" the Caribbean island in 1492. Christopher Columbus, they say, has brought nothing but bad luck. Dominicans admit to being highly superstitious and some avoid saying the dreaded Columbus word. If the name is uttered in their earshot they will cry, "Zafa", the traditional verbal antidote to the curse.

Bernardo Vega, a former Downside schoolboy and former governor of the Dominican Central Bank, refers instead to the "Great Admiral" the "Discoverer" or the "Genoese Navigator". He turned down an official invitation to attend the lighthouse inauguration.

Many of the strongest believers in the *fucu* are like Mr



Further proof? the curse has apparently affected the building of Columbus lighthouse

Vega, members of the country's intellectual, political and journalistic elite. They have devoted long hours to researching its history. Although nobody can pin down its origin, certain events have been categorised as manifestations of the curse.

A few years ago Mr Vega published a Spanish translation of a book-length poem

titled *Fucu* by the Russian poet Yevgeny Yevushenko, who visited Santo Domingo. Mr Vega says it is the worst-selling of the 80 books he has produced.

In 1937, four small planes, named the Nina, the Pinta, the Santa Maria and the Columbus, made the "Panamerican Flight" to raise money for the lighthouse project.

Three crashed into a mountain in Colombia. The surviving plane was the Columbus.

On August 4, 1946, at a ceremony to mark the 450th anniversary of the founding of Santo Domingo, during which Columbus's urn was opened, the country experienced its worst earthquake this century. Two years later, at a ceremony to begin construc-

tion of the lighthouse, a dynamite charge blew a huge boulder into the car of the official in charge of the project.

The *fucu* has targeted recipients of the Order of Columbus. One politician was reportedly pricked by the medal's pin during an award ceremony in the 1940s and died when the wound became infected. In 1969 the outgoing German ambassador Carl von Sprenthoff received the medal by mail at his new posting in Guatemala. Shortly afterwards leftist guerrillas executed him.

The *fucu* phenomenon is not just the preserve of the educated elite. Many of the poor majority are also believers. Lydia Santana, 48, lives barely 600 metres from the giant lighthouse, waiting to be evicted from her home in the Maqueria shanty town to make way for the surrounding gardens. Mrs Santana lost her husband two years ago after a heart attack. Six months later she was made redundant. Last December her parents living next door were evicted and moved to a new neighbourhood called "The Admiral".

Next week the Pope will hold a Mass at the foot of the lighthouse as part of a ceremony to open a two-week-long Latin American bishops' conference. Mrs Santana says she is willing to risk the *fucu* to see the Pope. "That is if the soldiers let us."

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Companies are finding that concentrating time and effort on recruitment pays dividends later, as **Hugh Thompson** reports

Sudden quest for quality

While many organisations are being forced by the recession to shed quality staff, some are using the present environment to increase the quality of their management. The 650-store Gateway chain for example, has recently finished the first phase of a radical new recruitment and training programme bringing in over 70 store managers from outside the food retailing industry.

Eastwood Associates were called in to oversee the process. Marie Eastwood explains: "Gateway realised that the great area of store competition is in personal service and this is very much people-driven. Retailers traditionally have recruited school leavers and trained them up to manager level. This has meant that there are not as many qualified managers in retailing as elsewhere."

"When we considered what was available at Gateway we found that about one third were not good enough to benefit from training. We convinced the directors that

since the difference between good and bad managers was as much as 10 per cent in store turnover, it was worth not only boosting training to existing store managers but going outside retailing and hiring better managers."

The advert which appeared in the press at the end of last year was pitched at: "Dedicated entrepreneurs, people who enjoy the freedom to make decisions and take full responsibility for their stores' profitability, to run them as if they were their own business — and with £5m-£10m turnover, they are not small businesses."

With most sectors of industry and the public sector shedding staff at all levels, the response to this advertisement, which offered up to £50,000 plus a car, was staggering. More than 9,500 replied to the advert, with over 7,300 filling in the questionnaire.

The questionnaire contained a psychometric test, which weeded out nearly 2,000. Closer attention reduced the list to 1,500. More than 700 were too old, some were



Human investment: Bob Willett (left), Gateway's chief executive, with Rupert Galtner, a new (and carefully chosen) store manager

not earning enough and others lacked the required education. Some were rejected because their professional life showed too many job changes; many had had too little management experience.

Of the remainder, some withdrew and 1,300 were left. All of them were interviewed by telephone for 30 to 45 minutes. From this stage about 300 were passed onto the assessment centre and 80

were offered posts. Of these, 56 were accepted.

"We had boiled the job down to several key management characteristics — perception, communication, motivation and processing skills. It was around these areas that we were testing and seeing how the would-be managers coped with store conditions. Of those we took on a very high percentage had been in computers, banking and

the armed forces. We had broken away from picking up unhappy managers from other retail chains — though of course they did feature," Ms Eastwood says.

The highest number of those were recruited from Marks and Spencer — managers who realised that Gateway might offer a faster track to the top.

Bob Willett, the Gateway chief executive, says: "Our experience

shows that good managers not only make as much as 10 per cent difference in turnover but they can make as much as 40 per cent difference in profitability. This is because they can control costs far better. Every year we have to recruit around 70 new managers anyway. What we have done is to make a virtue out of that experience."

Vivienne Walker, industrial relations manager with the Ulster firm

European Components and vice-president of the IPMs organisational and human resources planning committee, says: "Of course a lot of firms are not recruiting, but any firms that are would be foolish not to upgrade their staff."

"However they would be very short-sighted to leave it there, for when the economy picks up and opportunities improve good people will once again be on the move and those who have not thought about how to retain staff will lose out."

Another company which is using the recession to upgrade its people is Gesteiner, which had noticed that too many of its office equipment sales executives generated good sales for six months and moved on. The company was interested in securing longer-term relationships with its customers.

PA Consultants were brought in. Karen Ward, a resource expert, says: "Gesteiner were looking for a much higher calibre person who was prepared to commit more. Instead of a 30-minute interview followed by a three-months trial we brought in a three-stage intensive recruitment and assessment process. It was the present employment climate which gave the company the confidence to go after good people. From the 90 who applied we offered nine places."

Eastwood Consulting 071-287 3670; PA Consulting 071-730 9000.

Director - Design Consultancy

Developing a Corporate Identity Business

London

To £70,000 + Benefits

Following a recent management buy out, this rapidly expanding design consultancy has achieved excellent results despite the adverse economic climate. Success is based on an experienced and proven creative team, a commitment to quality of service and a concentration on three key areas of expertise within the design and communications sector:

- corporate identity;
- sales and marketing;
- the public sector.

In order to achieve ambitious growth plans, the company intends to recruit a Director to strengthen the existing management team. The initial brief will be to build the corporate identity business by developing contacts and expanding the client base, planning the sales strategy and winning assignments. It is envisaged that this position will evolve in the medium term into a Managing Director role, with full participation in the running of the business, reporting to the Chairman.

ST. JAMES ASSOCIATES

MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB. FAX: 071-287 2821. TELEPHONE: 071-287 2820.
A GKR Group Company

Ideal candidates will be 35-45 years old, with a track record of business development success in a related field. Possible backgrounds could include design, corporate communications or consultancy.

Experience of working with Communications Directors and at Board level is essential and needs to be coupled with first-class interpersonal skills, a team orientation and a high level of commitment. In addition, candidates must be able to demonstrate experience of, or potential in, general management.

The company may also be interested in talking to individuals with existing design practices.

Salary will not be a bar to recruiting the right person for this exciting position, and may be more than the advertised figure.

Interested applicants should write, enclosing a detailed CV, to Patrick Johnson at the address below, quoting reference number 143J.

UK COUNTRY MANAGER

Asst. Dir.

£90,000 package

Network Systems Corporation are a pioneer in network technology and high speed data communications. In today's highly competitive market they have built a sound reputation for technical performance and service delivery which has provided them with an impressive client base amongst the world's largest network users.

A US Corporation with a turnover of \$250 million they have a substantial global presence. In Europe they operate through regional offices in Germany, France, Sweden, the UK and a number of distributors. With revenues of over £12 million, the UK company is profitable, well organised and firmly established at the head of its market sector. Their product range provides solutions from desk top to super computers with a major emphasis on channel extension offerings in the IBM arena. Recent releases have positioned

the company for its focus on commercial computing and internetworking.

As a result of the creation of a European VP role and recent promotion we now seek a UK Country Manager. Effectively operating as a Managing Director your background will enable you to continue building the UK subsidiary in the expanding networking communications marketplace. A manager, whose vision and understanding has not been limited by over-specialisation, you should be an individual who can act as a catalyst and co-ordinator across all business disciplines and produce the environment to lead the subsidiary through the next phase of growth.

Your immediate experience must have been at a senior level in sales and marketing, with a major US computing or communications company where you have had close involvement with

commercial planning, reporting and budgetary matters. In an open management culture, the ability to lead and be one of the team is paramount, enabling you to maintain a high level sales role within the UK's largest companies.

We seek a high calibre individual with excellent personal and communication skills. The package consists of a base salary with a significant on-target earnings potential and the usual executive benefits package.

To apply please write in confidence to Francesca Hall-Drinkwater, our consultant at Barent Webb Limited, Ashbrittle House, Lower Dagnall Street, St. Albans, Herts AL3 4PA. Telephone 0727 57755 or Fax 0727 812885.

Network Systems.

The Royal Bank of Scotland Group is a leading financial services organisation, headquartered in Edinburgh, with operations throughout Britain and overseas. The Bank's Branch Banking Division is engaged in a major programme to transform its operating performance. This programme embraces the deployment of the most modern branch banking technology, based on a distributed client server network, and other major initiatives. Applications include sales support, high volume transaction processing, telephone based service systems, securities processing and personnel administration.

SENIOR IT DEVELOPMENT MANAGERS

£35,000 + relocation - Edinburgh

The Bank's Senior Development Managers work in close partnership with the business managers and are fully accountable for providing effective technology within agreed budgets and timescales.

We now require an additional number of high quality individuals with an outstanding success record. You should have:

- A proven track record at senior management level of successfully completed major projects.
- Extensive experience of managing multiple major projects, with teams incorporating both permanent and contract staff.
- Experience of the entire project life cycle using structured methods and formal project management techniques.
- Experience of managing annual budgets in excess of £1 million.
- A positive leadership approach, with outstanding management skills and a willingness to 'stick your neck out'.
- Excellent communication and presentation skills with the ability to negotiate with business users at the most senior level.
- An excellent degree, or equivalent qualification.

These are challenging and responsible roles, offering excellent scope to develop your career within this major financial institution, although a banking background is not required. To apply for these positions write, detailing your qualifications for the role and your career goals and aspirations, to Kate McCleary at Computer People Scotland, FREEPOST, Charlotte House, 2 South Charlotte Street, Edinburgh EH2 0BT.



The Royal Bank of Scotland

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Computer People

SALES MANAGER

RF COMMUNICATION SYSTEMS

BASIC £25K - £30K, OTE £40K + Car + Benefits

Oxon/Bucks

Arguably the fastest moving and most competitive business in the world today, the communications industry presents challenges which can only be met by the most committed and professional people. Our client has already proved its worth in the development of communications technology, leading the way in the introduction of innovative RF products now used by some of the largest and most respected names in electronics.

With a robustly healthy order book and the opportunities presented by the worldwide growth in radio communications, the future of our client is assured.

Creative and assertive, polished in presentations and credible to the most senior rank, you are looking for a company to give you the recognition you deserve. At least three years structured sales experience and a rounded knowledge of the electronics/communications industry will help you to meet and exceed our sales objectives.

You will be responsible for sourcing new business and consolidating and developing the existing OEM and end-user client base. As well as planning future sales strategies in the UK you will also expand and promote a distributor network overseas.

Personable, enthusiastic and a strong team player, your negotiation skills and ability to analyse market trends will allow you to make a firm contribution to the formation of effective sales and marketing strategies. In addition to a wealth of career opportunities, our client offers an attractive benefits package including BUPA, pension and relocation.

To apply please send a detailed CV, including work and home telephone numbers to L. J. Associates, Recruitment Consultants, 12 Celbridge Mews, Porchester Road, London W2 6EU, quoting ref. no. 09/386.

L.J. ASSOCIATES

DIRECTORS



Europe's leading outplacement and career management consultancy. InterExec has over 15 years' experience of managing career change for senior executives and many of Britain's largest companies.

By accessing over 6,000 unadvertised vacancies a year, mostly at £40-150,000 p.a. InterExec provides clients with vital market intelligence AND its subsidiary, InterMEX, makes recommendations from its candidate bank without charge.

For further information call Keith Mitchell on 071-930 5041.

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We are the U.K.'s foremost V.F.M. retailer now with over 75 stores in Southern England. Our continued growth has created a key opportunity to join our successful buying team, operating from our Headquarters in Hove, Sussex. Our ranges, principally ladies and childrens separates, are well designed, offer unrivalled value and sell in volume.

JOIN OUR BUYING TEAM

FOR A PROMISING RETAIL CAREER

Educated to at least 'A' level standard, Candidates should be aged in their mid 20's to mid 30's with proven experience gained with a major multiple. You will have good communication, sourcing and negotiating skills. A knowledge of garment technology would be useful. Most importantly you are commercially aware, a team player, eager to prove yourself and comfortable under pressure.

This opportunity offers an excellent salary and benefits package to include a Company car.

Please send a full C.V. with current salary details to: Christine Eplin, Personnel Manager, QS Familywear Plc, 58/59 Boundary Road, HOVE, East Sussex, BN3 6TD.



Marketing Specialists

Founded in 1975, Microsoft has become the worldwide leader in software for personal computers. The company offers a wide range of products and services for business and personal use, each designed with the mission of making it easier and more enjoyable for people to take advantage of the full power of personal computing every day.

For a confidential discussion call Sandra Thomas, Claudia Nelson or Peter Kelly today between 6.00pm & 7.30pm on (0494) 463232, or weekdays during normal working hours, or write with a full CV indicating current salary details, quoting the appropriate reference to, **Warwick Marketing Selection**, 6 Cliveden Office Village, Lancaster Road, High Wycombe, Bucks HP12 3YZ.

Product Manager - Applications

You will play a key role in developing the marketing strategy for a group of Microsoft's applications in the rapidly changing market place. An important area of this role will be the strategic management of a third party vendor relationship and the development of new areas of opportunity.

You will have the ability to champion these products within Microsoft and understand key trends and competitive positioning within the software industry.

Of graduate calibre and with excellent marketing experience, ideally in product management, you will have good communication skills, be outgoing and self-motivated. Ref: ST41092M/AL

Market Analyst

Reporting to the Market Research Manager you will be responsible for ensuring that Microsoft use and analyse the most accurate market data and information available, to develop the right strategies to take the business forward.

This role requires someone who has had previous experience of market analysis, preferably in a research or planning department within the IT industry. You must have knowledge of both hardware and software markets, and be PC literate, particularly in spreadsheets and databases.

Degree qualified, you will have strong interpersonal skills, be hardworking and have the drive and initiative to identify and develop opportunities. Ref: ST41092M/BE

Product Management Analyst

Working in the marketing department, you will play a key role in managing the forecasting and inventory control process, working closely with Microsoft's manufacturing and operations facilities. In addition, you will play an integral role in business planning and reporting.

Of graduate calibre and with proven business experience, ideally within the PC environment, you will have good interpersonal, planning, analytical and technical skills. Ref: ST41092M/AC

Product Manager - Corporate Networking

Reporting to the Product Marketing Manager, you will develop and implement a marketing strategy for Microsoft's networking products, with a view to gaining significant market share. You will also drive the introduction of new products, including Windows NT as the foundation for corporate networking.

Ideally, you will be an experienced product marketer, with a strong understanding of networking products (ie. NetWare, LAN Manager, LAN/WAN's and advanced operating systems). Ref: ST41092M/JF

Microsoft

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H.R. professional for business growth

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Our client is a highly successful company that has expanded significantly in recent years to a turnover of over £100 million. Providing specialist contract and management services to commerce and industry, the company is a well-established market leader in a growth sector and in the next five years is committed to a strategy of further substantial expansion.

As a result of a corporate restructuring, they have created a new position for a Personnel Manager for their Northern Region, reporting to the Human Resources Director.

The prime focus is to add value to the business by working closely with senior line Managers, thus enabling them to achieve their business objectives. To succeed, you will need to take a proactive stance on H.R. issues, selecting and recruiting high calibre people, identifying training & development requirements and maintaining effective employee relations.

The need is for a credible professional with a "hands-on" approach and the ability to present well-reasoned recommendations to Directors and senior Managers. Probably a graduate, you must have at least five years' varied experience in service-oriented organisations with a sophisticated approach to personnel management. Energy, enthusiasm and commitment will be essential.

In addition to an attractive salary, our client offers a comprehensive package of benefits including a fully expensed car and private medical insurance. If you have the ambition to be an integral part of a successful management team, please send a full C.V. and details of current remuneration, in the first instance to John North, Stafford Long & Partners Recruitment Ltd., 12-14 Whitefield Street, London W1P 5RD.

Please quote ref 5535.

ST PARTNERS

IF YOU'RE ALL OF THESE YOU'RE ONE OF A KIND

A good project manager must combine strong leadership with considerable versatility. But we're not just looking for the good ones, we need outstanding people who enjoy substantial challenge.

Part of a leading international systems and software group, Logica Defence and Civil Government is engaged in many of the industry's largest and most complex IT projects. With an unrivalled reputation for technical excellence, and an impressive client base at home and overseas, we have succeeded in expanding our business throughout the recession.

We now seek three individuals capable of taking overall responsibility for major new IT systems integration projects worth between £10-30 million, across the entire cycle from bid preparation to implementation and support.

The sectors in which we operate place the utmost importance on the ability to deliver contracts to time and budget - you will relish assuming responsibility for everything from financial control and technical management to close liaison with clients and sub-contractors and the recruitment, training and motivation of project teams of up to 100 people.

We need individuals who can rise to the considerable challenges of project leadership in a demanding, high technology environment. Essential requirements include a background in defence/government contracting and an understanding of IT. Probably of graduate status, you will naturally have an excellent record of achievement in the delivery of large fixed-price implementation projects, together with obvious commercial flair, exceptional planning skills and the ability to communicate well.

Successful candidates can expect a substantial remuneration package, (including company car and private health plan) and the opportunity for career development afforded by a thriving, growing business.

If you have the rare mixture of personal and professional qualities we seek, please send your CV to Margaret Little, Logica Defence and Civil Government Limited, 68 Newman Street, London W1A 4SE. Please quote reference LG/9.

logica

DEFENCE AND CIVIL GOVERNMENT

HEAD OF GAS NEGOTIATIONS

*The expertise to negotiate
The power to achieve*

Ipswich up to £35K

Already one of the largest and most successful electricity companies in the UK, Eastern Electricity has expanded operations to include interests in gas marketing and gas fired power generation. Key to the success of these new ventures will be our ability to negotiate multimillion pound oil and gas purchase agreements that are both timely and cost-effective. In the newly created role of Head of Gas Negotiations, you will mastermind and lead the negotiations that drive this critical area of operation.

Using your extensive knowledge of the energy market, you will develop effective purchasing policies while liaising extensively with E Gas - our gas marketing subsidiary - and other business groups. This is an excellent opportunity to set your own parameters and make your mark in a demanding new area.

A graduate of a numerate discipline and fully conversant with financial appraisal techniques, you

are probably already a key negotiator operating within the oil and gas industry. A sound grasp of the economics and legal principles underlying gas contracts, should be matched by keen commercial instincts, an ability to deliver contracts within deadline, and of course, outstanding negotiating skills.

In return for your commitment you'll receive a competitive salary, and the wide-range of benefits you would expect from a company of our calibre, including relocation assistance where appropriate.

To apply, please write to: Brian England, Personnel Officer, Eastern Electricity plc, Wharfedale Park, PO Box 40, Wharfedale, Ipswich IP9 2AQ by 16th October 1992.

An information pack is available on request.

We are an equal opportunity employer

EASTERN ELECTRICITY

General Manager/Operations Director

FMCG MANUFACTURER

PACKAGE

**c£50,000,
EXCELLENT BENEFITS**

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This progressive, profitable group is investing and expanding in a fiercely competitive marketplace. Their formula for success is simple: close control of productivity and costs with a total commitment to quality and customer service.

Responsibility for a site manufacturing high volume, high variety products for the major multiples is a particular challenge when constant improvement of the best is the stated objective.

Academic and operational accomplishment is expected, with a fast track record of success achieved in a highly commercial food or non-food environment. In return is offered the status of working within a respected group whose performance sets the industry standard. This high profile role will only suit achievers who look to be constantly judged by their personal contribution. Ongoing career enhancement will require a willingness to relocate.

Candidates should send a comprehensive CV or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester M3 2LF. Tel: 061-839 2000, Fax: 061-839 0064, quoting reference (S.T.728F).

Howgate Sable

SEARCH AND SELECTION: EXECUTIVES AND INDEPENDENT DIRECTORS

FOUNDER MEMBER

Senior Project Manager

A Challenge of the Highest Order in Computer and Communication Systems

There are few fields where computer and communication security is more vital than in the Government and Defence sector, where projects carry high prestige and value. Our client's reputation for integrity and excellence in producing high technology solutions to customer security problems, has won them a number of major contracts in this field - hence this new role for a senior project specialist.

Working at the highest levels - in terms of finance, technological sophistication and customer seniority - you will be responsible for bringing multi million pound fixed price systems integration projects to completion on time and on budget. This will entail procuring and managing all internal and external resources, often in conjunction with major consortia. Proven high level project management experience of major IT projects in this sector is crucial. Your experience should include the successful management of multi-disciplined resources from design through to delivery, as well as a sound technical appreciation of a broad range of platforms, communication and database architectures.

If, in addition to these attributes, you are an intelligent, diplomatic and effective communicator with well developed negotiation skills, you will exert a rare degree of influence over the long term success of the business. This challenge is supported by an attractive salary and benefits package.

To apply, please forward your CV, quoting ref MD3080, to Steve O'Brien at Macmillan Davies, Salisbury House, Bluecoats, Hertford, Herts SG14 1PU. Fax: (0992) 589434.

Agencies wishing to submit candidates should liaise with Macmillan Davies.

Government
&
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**c£45,000
+ benefits**

Surrey/Hants



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SEARCH & SELECTION

NETWORK SERVICES DIRECTOR

c £65k + benefits + car

This high profile Board appointment offers a rare opportunity to take full P & L responsibility for an ambitious growth plan for the Network Services Division, within a prestigious organisation. Already a major force in the Communications industry, our Client is also recognised and respected for their unrivalled commitment to providing their customers with a comprehensive range of complementary services, in addition to their innovative networking systems/solutions. Based in the Thames Valley, the NETWORK SERVICES DIRECTOR will be responsible for the efficient and profitable performance of the division. Your responsibilities will include managing in excess of 50 dedicated staff covering: Training, European Distributor Support, Field Service, Repair, Technical Services and a Remote Diagnostics centre. You will be expected to contribute fully to the future business strategy, and the development of worldwide support to ensure the successful launch of new 'added value' services to meet future market demands. You will also regularly interface with key customers in supporting Sales and Marketing in the procurement of major bids.

The successful candidate will possess leadership qualities and entrepreneurial flair. You will have a minimum of 10 years' experience in a pre/post sales support environment, ideally having held a similar level of position within the IT industry, in any of the following: Comms, Networking, Systems Integration, VAR, Consultancy or Software.

The role carries European responsibilities and will involve extensive overseas travel, therefore international experience would be a distinct advantage to maximise on the outstanding business and career opportunities both in the UK and internationally.

In addition to an attractive basic salary, performance related bonus and a quality company car, a fully comprehensive benefits package including stock options, will be offered.

For a confidential briefing, please send a full CV, quoting ref 6525 and stating your current salary details, to Tracey Richardson or Stephanie Kirby at Highfield International, 1 London Road, Newbury, Berkshire RG13 2JL. Fax: (0635) 38837. Applications must be received by 9th October 1992.



Helping you map the way ahead.
EXECUTIVE SEARCH & SELECTION

Managing Director (Designate)

Food Franchising - U.K. and Ireland

Bewley's Franchising Ltd is the franchising division of Campbell Bewley Group Ltd, an international company in the quality food and catering business; its activities extend to the U.K., Middle East and Japan as well as Ireland.

In addition to owning and operating its own chain of restaurants and cafes in Ireland and the U.K., the Group also franchises a large number under the well known Bewley's name.

The person we are seeking will spearhead the further growth of the group's restaurant/cafe franchising business in Ireland, the U.K. and internationally.

Ideally aged between 30 and 45, he/she will have a strong commercial background with broad experience which will include marketing, preferably at director/general manager level,

within the franchise industry. A high degree of commercial maturity, decision making and communication skills are essential. It is anticipated that the successful candidate will join the board within a relatively short period.

Located initially in Dublin, rapid expansion within the U.K. is expected in the foreseeable future.

Remuneration is likely to interest candidates currently earning in excess of £35,000 and the incentive/benefits package will be fully appropriate.

If you believe you qualify for this exceptional opportunity, please write - in confidence - with full CV and stating current salary to Ian White, quoting ref: 90038 at MSL Group Ltd, 32 Aybrook Street, London W1M 3JL. These will be forwarded direct to our client.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

KEY ACCOUNT MANAGEMENT

Midlands

c £30,000 plus car, bonus and benefits

Quality products, customer service, innovative concepts and practical ideas are critical to our client's success. The business, an autonomous subsidiary of a blue chip group, is a contract manufacturer with major clients in retail and consumer products sectors.

Reorganisation has created two positions for talented individuals to handle key accounts with a major retail client. As the prime contact between the client and your company's development, manufacturing and logistics functions your role will be to identify and exploit product opportunities to the mutual benefit of both parties, to ensure that products are available to the agreed timescale and specification, to resolve any

problems which may threaten the achievement of these goals, and to continually develop the trading relationship.

These are critical and highly visible roles requiring graduates or equivalent with at least seven years' experience, and preferably aged 28 to 40. This should include account handling within FMCG or consumer manufacturing environments, ideally dealing with retail oriented clients. A broad-based appreciation of consumer product development, manufacturing, materials management and/or retail marketing will be required. In addition, you should possess good interpersonal and influencing skills, the ability to generate and promote innovative ideas

to provide business advantage to your company and its client, a high degree of tenacity, commitment, and focus on customer service. Opportunities for career advancement within the business and Group-wide are excellent.

To learn more please write in confidence, enclosing a curriculum vitae, to Sue Rossiter, Barrett Webb Limited, Ashbridge House, Lower Dagnall Street, St. Albans, Hertfordshire AL3 4PA. Facsimile 0727 812885. Alternatively, please telephone her on 0727 57755.

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Systems, Hardware & Software designers are needed to work on broadband systems development. Positions are available in Harlow and Paris.

Attractive salaries available for experienced people. Please send CVs and location preference to:

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CJA

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3 London Wall Buildings, London Wall, London EC2M 6PU
Tel: 071-588 3588 or 071-588 3578
Telex No. 887374 Fax No. 071-256 8501

This is a term appointment until end of June 1993 with prospects for renewal if targets are achieved



INVESTMENT PROMOTION EXECUTIVE - AUSTRALIA

LONDON

£45,000-£60,000

SUBSTANTIAL INTERNATIONAL TRADE PROMOTION ORGANISATION

For this new position based in London, we invite applications from candidates aged 37-50, who will have acquired good practical knowledge of inward trade investment into Australia working in either strategic planning or as the main decision maker in this context. Responsibilities will cover the key role in the growth of inward investment into Australia with particular focus on resources processing, processed food, environmental management, telecommunications and I.T. The ability to target companies to invest successfully in Australia and to interface effectively with the Chief Executives and individuals structuring these proposals is important, as is a sound commercial networking capability in both the UK and Australia. An initial salary is negotiable pro rata for this term appointment of between £45,000-£60,000. Applications in strict confidence, under reference IPC4857/ST to Managing Director: CJA



Outstanding career opportunities for highly motivated individuals with vision and a mature commercial attitude to spearhead activities dedicated to winning contracts.

PROJECT MANAGERS

BRUSSELS based

BF: 2,400,000-2,800,000 + car

EUROPEAN HEADQUARTERS OF ESTABLISHED WORLD-WIDE OPERATOR OF STATE-OF-THE-ART MOBILE COMMUNICATION SYSTEMS

For these key new appointments in both GSM and Mobile Data, we invite applications from graduates, aged 32-45, with at least 3 years overall project management experience of pan-European high value commercial/technical contracts. Multi-European language skills, including fluent English, are important. The selected candidates will be responsible for the management of tender response projects as well as the management of the implementation projects for various Mobile Communication networks in Europe. This includes the development of a work schedule, resource allocation, budget control and ensuring that the project milestones are met by monitoring activities and responding to requests for support and information. Extensive travel within Europe should be expected. Essential personal qualities include highly-developed inter-personal skills, persuasiveness and, above all, you must be able to demonstrate in your application that you are an effective catalyst in the planning and winning of contracts. Initial salaries are negotiable in the range above with a performance related bonus and large company benefits. Applications in strict confidence under reference PM4855/ST should be sent to the Managing Director: CJA. This client also needs RF DESIGN ENGINEERS to join their expanding team-BF: 1,550,000-2,300,000 + car.



Chief Executive

Information Technology Services Agency

Up to £80,000

The Department of Social Security develops and implements social security policy, pays social security benefits and arranges for the collection of national insurance contributions throughout the UK. The Department operates a devolved structure through a number of Executive Agencies. The Information Technology Services Agency - ITSA - was established under the Next Steps programme in 1990 to provide IT services and support to the Department, its other agencies and to other customers in Government.

The post of Chief Executive will become vacant next April and an outstanding manager is now sought to take on this demanding role.

As the new Chief Executive, you will have overall responsibility for some 4,000 staff and a budget of around £500 million per year. You will head up an experienced team who are committed to ensuring the most efficient and effective use is made of existing and future investment in IT.

IT is crucial to the improvement of services and ensuring value for money from public expenditure. You will advise Ministers and senior officials of the Department on IT matters. You will help them to

develop the Department's strategic plans for the future operation of the Agency. Your prime management tasks over the next few years will be moving customer relationships to a commercial footing and implementing the associated change management processes within the Agency, while advising the Secretary of State on its future shape.

To fulfil this demanding role you will need to demonstrate a successful track record in managing change in the public or private sector at director level or equivalent. To lead the delivery of services provided by ITSA to a large number of customers, your experience is likely to have been gained within a large multi-site organisation where effective use is made of IT. You should have a sound understanding of how IT can contribute to business success and experience of leading and motivating a large number of staff. Through general management responsibilities in the past you will also have experience of financial management (including significant budget responsibility) and customer relationships. You will have a sound knowledge of organisational issues, including the ability to identify quickly the core business of an

organisation. You will have excellent communication skills and highly developed political sensitivity in the broadest sense and an ability to work effectively with Ministers and civil servants at all levels.

ITSA's main operating sites are in Newcastle and Blackpool and there is a small Headquarters currently based in London. You could be based at any of these locations, but would have to be prepared to travel regularly between them.

An attractive remuneration package will be negotiated and the appointment will initially be on a 3-year contract with a possibility of extension. The Department is an equal opportunities employer.

For an information pack, please telephone 071 939 6310 (during office hours) quoting reference A/1295/ST. Alternatively if you would like to discuss this appointment in confidence, please telephone Alannah Hunt on 071 939 6068. Executive Search & Selection Price Waterhouse Milton Gate 1 Moor Lane London EC2Y 9PB Fax: 071 638 1358

Price Waterhouse

EXECUTIVE SEARCH & SELECTION



RETAIL AREA MANAGER

Circa £30,000 Per Annum + BONUS + CAR

Office World, a UK subsidiary of Magazine zum Globus, one of Switzerland's largest retailing groups, is pioneering the development of 'Out of town' office supplies superstores.

During the past three years the initial concepts have been tested both within the UK and Europe and the company is now ready to implement an aggressive rollout.

The successful candidate will play a major role in the development and expansion of the UK stores. Therefore they will need to demonstrate both the ability to effectively manage and motivate the store management teams and be able to work 'Hands on' to develop further an outstanding retail concept.

You will have previous store management experience, preferably in the DIY sector and will be capable of working to demanding time constraints in a fast moving retail environment.

We offer an excellent reward package and also the opportunity to play a major part in the development of the UK's most exciting out of town retail concept.

If you have the enthusiasm to fulfil this position please forward an up to date c.v. detailing current responsibilities and benefits package to:

Mrs Emma Shepherdson, Office World, 65 Caversham Road, Reading, RG1 8AD.

THE NO. 1 OFFICE SUPPLIES DISCOUNT SUPERSTORE...

MARKETING

CONTREAU

MANAGER

Contreau is one of the world's largest liquor brands - its versatility will ensure its continued growth within a wide consumer base. Contreau is marketed by Remy & Associates (UK) Ltd who are based in Henley-on-Thames and are the U.K.'s leading independent supplier of quality spirits and wines. Their unique portfolio also includes Remy Martin, Charles Heidsieck, Piper-Heidsieck, The Macallan and Chateau. We seek a U.K. marketing manager to continue the development and dynamic growth of the Contreau brand. Aged 26/32, you should have a marketing background that demonstrates creativity, adaptability and the need to work within a dedicated team environment. Whilst drink experience is not essential, you must be confident that you can come to terms with the responsibility for a world leading brand. Your past track record will demonstrate that you have the skills to continue its growth and market penetration through the implementation of carefully planned and executed strategies. This is a progressive career move, as successful results in this position would eventually be rewarded by promotion within the group, either in the U.K. or overseas. The position attracts a competitive salary, company car and the obvious benefits of a leading company. Telephone or write with full details quoting Ref D 1992 to: DOUGLASS & PILKINGTON LTD, 19 Church Street, Sandbury-on-Thames, Middlesex TW16 6RJ. Tel: 0932 761041

Are you keen to develop a career in telecom sales?
Do you want to join an aggressive team and learn new skills?
Can you show a proven ability to maximise opportunities and absorb technical data?

Sales Executives (2)

OTE circa £30K, plus fully expensed car and benefits
(1) North & Midlands, (2) South & South West

Our client is an established electronics company with market leading, new and innovative products offering major benefits to users. They seek two young, committed and highly self-motivated individuals to join an expanding team selling telecom monitoring and network management products across a wide industry spectrum.

The correct attitude, education background and personality are more important than industry experience as full product training, backed by sales training where necessary, will be given. Some familiarity with PCs at DOS operating level will be beneficial. Future prospects with this stable, respected employer are excellent for the right individuals.

(Interviews in London, 20-22 October)

Spitfire Selection

Specialist Consultants to the Computer Industry

Applicants should forward a full cv to: Peter Underhill, Spitfire Selection, Norfolk House, 196 Old Bedford Road, Luton, Beds. LU2 7HW, quoting reference 0992/46, to arrive no later than Thursday October 15th 1992. Further details available on 0552 37023 between 2.00pm and 10.00pm tonight (Sunday) or during normal office hours.

McKinsey & Company

Career opportunities in top management consulting

Use your IT and business knowledge to initiate major change.

McKinsey is the world's pre-eminent management consultancy, serving the top executives of leading companies worldwide. We help them develop their businesses to improve bottom-line performance in a rapidly changing world.

Today, fast and effective change is not possible without an integrated view of information technology and business. McKinsey is already active in providing such expertise to major corporations, and continuing business growth means we are now looking for more high-calibre professionals who combine in-depth skills in information technology with the intellect, maturity and business vision to move into top management consulting.

Working as part of a consulting team and liaising closely with client executives, you will use your skills and experience to drive change

in strategy, organisation, core process redesign and information technology. Your time will be spent on analytical work to resolve complex business issues and working closely with client management to implement practical change.

Our unrivalled client base will expose you to a wide spectrum of industry sectors: supported by ongoing training, you will apply your consulting skills to an increasing variety of business situations. Advancement within McKinsey is strictly based on merit: the range and depth of experience you acquire with us will enhance your prospects, whether you intend to rise within McKinsey or move into general management.

In your late 20s - mid 30s with a good honours degree and strong IT skills, you must have a proven record of applying your technical

expertise and business understanding - typically in a broadly-based internal or external consultancy role - to implement significant change. In addition, you should have sound recent experience in at least one of the following areas:

• **application of advanced IT** - eg major-scale distributed databases, parallel computing, executive information systems, artificial intelligence etc;

• **business process redesign or "re-engineering"** - focusing on cost measurement, process flow design, working process technology, eg client-server architecture, user interface design etc;

• **application & management of IT in a technology-intensive industry** - eg banking, securities trading, insurance, retailing, FMCG manufacturing, airlines etc.

All posts are based in London; client engagements are undertaken throughout the UK, and there are also opportunities to work overseas. The first-class remuneration package includes company car, non-contributory pension scheme and, if appropriate, assistance with relocation.

If you are keen to work in an environment where your personal capabilities will be constantly tested and extended, please send or fax your full cv (including details of present remuneration) to our advising consultant, Jenny Riley, at Jenny Riley & Associates, Knightsbridge House, 187 Knightsbridge, London SW7 1RB, quoting ref: IT/ST/92 on all correspondence. Closing date for applications: Friday 23rd October 1992.

These important appointments offer the opportunity to join a well known £40m turnover manufacturing company at the forefront of its industry sector.

Central England FMCG/Consumer Durables

MARKETING & UK SALES DIRECTOR

£55,000 salary package + benefits + car

Initially the role will be to ensure the continuing success of the UK sales team through effective and credible leadership. Successful achievement of this will lead to additional responsibility being given for all worldwide marketing activities. Marketing will become the main emphasis of the role culminating in the combined directorship.

To ensure the Company optimises new and existing business opportunities, the role requires excellent management skills and the ability to enhance the sales and marketing operation through proactive, creative and professional initiatives supported by a high degree of commercial judgement, strategic and analytical thinking. Ideally a graduate aged 35-40 with a track record of exceptional performance as a professional marketer and experience of running a sales operation. Candidates will currently be operating at senior management level within a competitive retail driven manufacturing company. The position offers an attractive salary and benefits package including the opportunity for equity participation. (Ref. 641)

EXPORT SALES MANAGER

£25,000 package + benefits + car

This position is to supplement the Company's highly successful team of Export Sales Managers with responsibility for expanding existing market penetration in Scandinavia and Benelux countries and to establish and develop sales opportunities in ex-Comecon countries.

Candidates, aged 25-35, must be able to travel extensively, be self-motivated, ambitious, good communicators with proven export sales experience ideally with the ability to speak German. (Ref. 642)

Apply in confidence by sending a detailed CV quoting the appropriate reference number to: Staniforth-Endsors and Partners Ltd., 3 The Courtyard, Ashley Road, Hale, Altrincham, Cheshire WA14 3NG. Telephone: 081 929 1481. Fax: 061 929 8098.

STANIFORTH-ENDSORS & Partners Ltd
CONSULTANTS IN ORGANISATIONAL COMPETITIVENESS

Regional Manager F.T.S.

Europe/Africa

Based SE England £35,000 + Car

This major services group is looking for a Manager to control its foreign trade supervision activities in Europe and Africa.

The Manager will be a graduate aged between 30 and 40 with at least 5 years international business experience including profit and loss responsibility and be familiar with international trade practices. The ability to demonstrate effective management skills and computer literacy are essential.

To apply for this position send a full CV to S.P. City, 15 Eastcheap, London, EC3M 1BU, quoting reference JC-92-135. Closing date for applications 16th October 1992.

S.P. (City)

A Division of Staffplan Recruitment Limited, part of The Corporate Services Group PLC.

Over 1,300 beds. A staff, 4,500 strong. An international reputation for the highest standards of clinical care, teaching and research, and an annual income of over £90 million; the University Hospital, within Queen's Medical Centre is one of the largest and most respected teaching hospitals in Europe.

It is expected that the Hospital will achieve self governing NHS Trust status from 1st April 1993. There is, therefore, a need for revised roles within the management structure.

We are looking for the perfect Communications and Public Relations Manager.

The role will be shaped by the new manager and the developing needs of the Hospital.

Reporting directly to the General Manager, responsibilities will include all activity which broadly falls under the communications banner. Indeed, the manager's first task will be to identify and set out objectives for both internal and external communications and formulate a strategy within given budgets.

In particular, he/she will be expected to take overall responsibility for press and public relations, to become the ultimate guardian of the corporate image, to oversee literature and design, and to put into effect a plan for extending and improving the quality, scope and content of all communications.

Previous experience will encompass some of all the above elements and may also include an appreciation of market research and its role in understanding customer perceptions and the need for carefully managed budgeting.

Salary within the range £25,000 - £30,000 p.a.

To discuss the post informally, contact David Edwards, General Manager. Tel: 0602 421421, ext. 44295.

Application form and further information available from: Personnel Department, Queen's Medical Centre, Nottingham NG7 2UH. Tel: 0602 709284.

Closing date for all applications: 21st October 1992

(Quote Ref 232/92)

QUEEN'S MEDICAL CENTRE
NOTTINGHAM

A SENIOR MANAGEMENT CHALLENGE WITH A VITAL OBJECTIVE

Leeds City Centre To £35,000 + Car

"To develop a better trained, qualified and effective workforce for the prosperity of Leeds by investing in people and enterprise".

The Leeds TEC Limited wishes to recruit a resourceful business manager who will make a significant contribution to raising the levels and standards of youth and adult training throughout the city.

As Head of Training, you will apply commercial acumen and creative flair to the formulation and implementation of innovative strategies. The task is to meet the training needs of employers and individuals in the local labour market.

Controlling a £15m training budget and managing your own team, you will assume full responsibility for the specification, negotiation, administration and monitoring of all contracts with training providers.

The job requires an inspirational leader and outstanding communicator who has proven commercial management experience at senior level. A strategic thinker and influential manager of change, you will have confidence, authority, resilience and - of course - total commitment to education, training and the development of the individual.



Please write with full CV in strictest confidence to Judith Bennett, Personnel Manager, The Leeds TEC Limited, Belgrave Hall, Belgrave Street, Leeds LS2 8DD.

The Leeds TEC is committed to Equal Opportunities and welcomes applications irrespective of gender, ethnic origin or disability.

NATIONAL SALES MANAGER

25K + BONUS + CAR + BENEFITS

Dartington Crystal is one of the world's leading manufacturers of crystal glassware. It is widely acclaimed for its design and quality and has an enviable market presence.

As a result of re-organisation of its sales structure, the Company is seeking to appoint a National Sales Manager with experience of business building in the multiple retail and independent sectors. Knowledge of the giftware industry would be useful but more important is a proven record of achievement. Business to business sales experience would also be an asset. Early sales training in a recognised "blue chip" company is desirable.

This appointment requires a high degree of self motivation, initiative, innovation and a competitive approach. A flair for merchandising and staff training is vital, as is the ability to motivate a team. Domestic location is flexible and an attractive package is offered with enhancements for above average performance.

Please reply with full c.v. to: JOYCE KNOWLES, PERSONNEL MANAGER, DARTINGTON CRYSTAL LTD., TORRINGTON, N. DEVON, EX38 7AN

DARTINGTON CRYSTAL

St. Andrew's Hospital

Requires a

Quality Assurance Co-ordinator
circa £25,000

Accountable to the Chief Executive, the postholder will coordinate the Hospital wide strategy with regard to total quality management. He/she will ensure the strategy is communicated across the whole organisation and will work with both Clinical Divisions and Departments striving to improve the quality of service to our patients and staff.

For this "hands on" role, the successful candidate must possess exceptional personal and professional skills, coupled with first hand experience of implementing a Quality Assurance programme within either the NHS or the commercial sector.

Equally important are the personal qualities required for this post. Qualities such as the ability to think creatively, to market and innovate new ideas at all levels; to generate enthusiasm and co-operation in others, plus boundless energy and a persuasive personality.

If you believe you are capable of meeting the criteria and are seeking a demanding but thoroughly satisfying appointment please write, enclosing C.V. to Claire Osbourne, Personnel Manager, St Andrew's Hospital, Billing Road, Northampton NN1 5DG.

Closing date: 16th October 1992.

St Andrew's Hospital is a major independent not-for-profit charitable trust providing treatment for the widest range of acute and long term psychiatric disorders in adults and young people.

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Old English Head Centre, High Street, Dorking, Surrey RH4 1LH

Headway adheres to the IPU Code of Conduct for Career and Employment Consultants.

The British Standards Institution, incorporated by Royal Charter, is an internationally recognised force in standardisation, testing and quality assurance. The Testing Division comprises an established group of well respected laboratories, based at Hemel Hempstead and employing 350 staff.

Director and General Manager

ELECTRICAL AND MECHANICAL PRODUCT TESTING LABORATORIES

Circa £50,000 plus Executive package

Operating in an increasingly changeable and competitive environment, the Division's success to date has been achieved through developing and delivering a range of commercially attractive testing, and testing related services, to the highest quality standards. Future success will depend even more on understanding the needs of the National and International markets and the Division must evolve to meet the challenge.

The Director and General Manager is responsible for developing a vision of the future and implementing plans to ensure that the vision is realised. As a member of BSI's Executive team, he/she will also contribute to the overall strategic development and growth of the Institution.

The position calls for an experienced General Manager, professionally qualified in a scientific or technological discipline with experience of leading a large team of technical staff, preferably in a laboratory environment. Experience of managing commercial activities is also essential.

Guiding the business through a period of growth and change will appeal to someone who enjoys solving complex organisational problems and motivating a team to deliver results.

As well as an opportunity to make a significant difference in a major British Institution, the position offers a competitive remuneration package plus relocation assistance where appropriate.

For further details, please contact: Teresa Cottrell, Director of Human Resources, The British Standards Institution, 2 Park Street, London W1A 2BS. Telephone: 071-629 9000.

BSI

Leaders in Quality and Efficiency

ECONOCOM

Econocom is a multinational computer leasing company with offices throughout the United Kingdom and Europe.

Senior Leasing Salespeople

We are looking to expand our U.K. operation and require Senior Salespeople. The successful applicants must have a good understanding of the IBM or DEC mainframe marketplace with at least ten years experience and will be expected to expand our existing customer base. Leasing knowledge would be an advantage.

O.T.E. will not be a barrier to suitable applicants and all normal large company benefits apply to this position.

Telesales

We also require for our head office in Richmond, an experienced Telesalesperson who must have a good knowledge of the computer marketplace.

Please send your C.V. in confidence to:

Mr P Gearing - Commercial Manager
Econocom UK Limited, Merevale House, Parkshot
Richmond, Surrey TW9 2RR - Fax: 081 948 3884

Manufacturing Director North West

Our Client, a leading confectionery manufacturer, requires a Manufacturing Director to head up its Production, Technical and Engineering Services departments and become a key member of the Executive Management Team contributing to the Company's corporate strategies and plans.

The successful applicant will control daily production, including efficiency monitoring, development of production planning and control, incorporating the installation of modern manufacturing management systems, together with controlling the engineering and technical services support.

The Manufacturing Director will lead new product and process development, working closely with sales and marketing departments.

Additionally the applicant will be responsible for health and safety ensuring compliance with current legislation. The successful applicant will have a proven track record in the confectionery or related industries and will have a suitable technical and professional qualifications and experience of a multi-process and multi-product manufacture.

This position offers an exceptional remuneration package in a successful but demanding environment. Apply in confidence enclosing full details to:

INTERIM RECRUITMENT
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FACTORY MANAGER

Attractive Basic Salary + Car + Major Company Benefits

This is an excellent opportunity for a high calibre manufacturing professional aged 30 to 40, with a minimum of 5 years' management experience, to join a rapidly expanding food company, part of a highly successful and acquisitive group.

Ideally from a FMCG background, your major experience will have been gained within a high volume multi-line environment.

Your role will be not only to effectively manage but to improve the operational efficiency of the plant to meet increasing demands on quality standards and productivity. A prime focus of the role will be management development and team building.

This key role demands a young, ambitious and dynamic line manager with exceptional management and technical skills who will respond to the challenge of total manufacturing responsibility.

Success will lead to genuine and exciting promotional opportunities.

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HIGHFIELD INTERNATIONAL
6 SHEEPSHAW COURT, LEEDS, WEST YORKSHIRE LS7 2BS
TELEPHONE: (0532) 420999 FAX: (0532) 421989

PROJECT DIRECTOR

UP TO £40K p.a.



The Aberdeen Offshore Technology Park is a £40m public/private joint project designed to develop the technology expertise of indigenous Scottish companies and provide a base for the development of international business. Phase I of the project has now been established and, based on its success, commitment has been made to progress to Phase II. Phase I includes the International Drilling and Downhole Technology Centre.

A Project Director is now required to lead the multi-disciplinary team which is currently working on the project with the objectives of delivering an agreed strategic plan. Phase II will involve the provision of infrastructure, the development of further open access R&D facilities, and the attraction of international R&D operations to Aberdeen.

The Project Director will have a high level of project management skills, preferably developed in a technical environment, and be able to operate and be credible at a senior level within the oil industry.

The successful candidate must be able to demonstrate experience and success in managing and delivering a multi-disciplinary project. Knowledge of current HR issues in the industry would be an advantage.

The position, initially a two year contract, will be based at the Offshore Technology Park and will include a suitable package in line with the level and expectation of the post. For an information pack containing more details about the project, contact:

Lynne Black on (0224) 211500

Written applications should be sent to:
The Personnel Manager
Grampian Enterprise
27 Albany Place, ABERDEEN AB1 1YL

Closing date for applications 31/10/92

Scottish Enterprise



DYNAMIC GROWTH - FOOD PROCESSING

The Sims Food Group plc is a major processor of meat both in the UK and increasingly in Europe and other international markets. With current turnover standing at over £250m, our exceptional growth record during the last four years reflects our innovative thinking and intelligent investment strategy. Retail is our largest division and is the leader in consumer ready meat packaging for supermarkets; a position we are seeking to strengthen with these key appointments.

SALES and MARKETING DIRECTOR

Excellent Package

Milton Keynes

Much of our success is built on excellent customer relations - a concentration which has led to the establishment of dedicated plants, processing meat to individual customer specifications. Developing such relationships and pursuing similarly innovative ideas will be your key brief. Leading the existing sales and marketing team, you will utilise your senior level meat industry background to ensure growing supremacy in this market.

GENERAL MANAGER

Excellent Package

Bedford

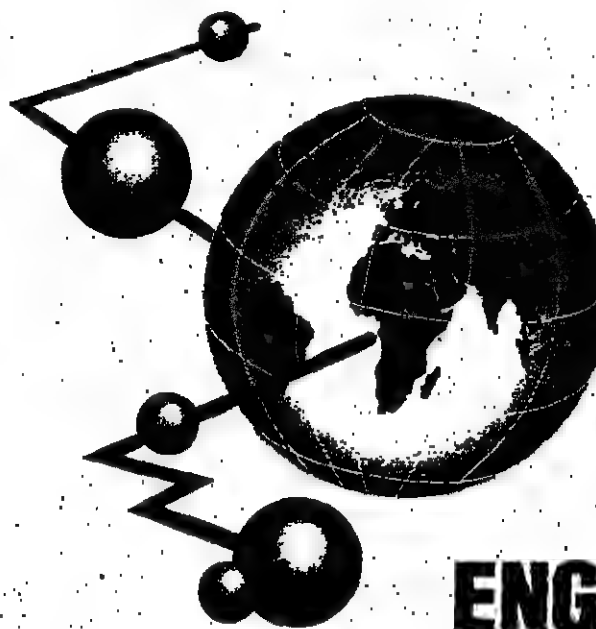
Our Cardington plant is one of our top flight factories leading the field particularly in Controlled Atmospheric Packaging. Your role will encompass all aspects of operation achieving key targets in the operational, cost, quality and service areas. Staff management and training will also play a vital part in the plant's success. The ability to run a dynamic, £multi-million business is essentially linked with a strong performance driven, hands-on style. Previous meat trade experience is not as important as proven production management skills.

Both positions carry the salary and benefits you would expect from a leader in their field.

Please send your cv, including current remuneration details, to: Kevin Holland, Director of Human Resources, Sims Food Group plc, Sims House, Sims Food Park, Sherbourne Drive, Tilbrook, Milton Keynes MK7 8BS.



Making Our Technology Work For The World.



Are you a top-notch marketing specialist whose forte is in oil-field related equipment, or do you have business experience in either the Eastern Bloc, Middle Eastern or African regions? Are you looking for a professional breakthrough in your career? If you are, you will certainly appreciate this unique marketing challenge which an American Multinational company has to offer...

ENGINEER

This position reports to the International Area Marketing Manager with the primary role in area customer interface. Working independently, you are expected to proactively market the company's products and services and increase our market share (such as carry out self-directed sales and marketing programme assignments for specific area customer accounts).

This challenge calls for a professional with a BSc in Engineering and 1-2 years' sales related experience.

If selected, you can look forward to a highly competitive remuneration package that includes attractive fringe benefits.

To qualify, kindly submit full resume inclusive of contact tel. no. to: Box No 8888



Manchester Unity Friendly Society

Chief Executive

Manchester

Minimum £35,000 + Car + Benefits

Established in 1810, Manchester Unity is one of the country's leading friendly societies with branches throughout the UK and overseas. The Society provides a comprehensive range of financial services and welfare benefits to members.

The Society now wishes to recruit a Chief Executive who will assume overall day to day management of the organisation. In particular this will involve responsibility for all legal and accounting issues as well as the administration of controlled benefits, a life insurance fund and a health care scheme. A key emphasis will be reporting to the Board, its working committees and the annual conference.

Candidates, probably aged between 35 and 50, will be qualified professionals

with a proven record of senior managerial experience, preferably gained within a financial services environment. Knowledge of the friendly society movement would be a distinct advantage. A high degree of self-motivation, strong communication skills and commitment to standards of excellence will be crucial to achieve success in this rewarding and challenging role.

A relocation package is offered where appropriate. Interested applicants should send a full curriculum vitae, clearly marking the envelope with reference no 310, to our advising consultant Mark Hurley ACMA at Michael Page Group, Clarendon House, 81 Mosley Street, Manchester M2 3LQ.



Michael Page Group
International Recruitment Consultants

NATIONAL ACCOUNTS MANAGER

Sheds

OTE £33,000

Our client, the £12 million subsidiary of a 'blue chip' British plc, is one of the most profitable companies in the UK in its market sector. It maintains a record of continuous growth. The National Accounts Manager is a member of the senior management team and reports to the Managing Director. Candidates, probably aged 30-50 and of graduate level, will have an outstanding record of dealing with the professional buying organisations of the UK's large retail groups, particularly 'sheds'. Specific product knowledge is not required; professionalism in major account management, team playing attitudes and a thinking approach are the essential pre-requisites. Basic salary negotiable £30,000. First class benefits package including an executive car and relocation, if appropriate, to a Midlands base. Excellent early promotion prospects. Please reply in strict confidence giving details of experience, age, qualifications and present salary quoting Ref: 1166. No information will be divulged to our clients without your permission.

CB-Linnell Limited

7 College Street, Nottingham NG1 5AQ.
SEARCH & SELECTION CONSULTANTS
NOTTINGHAM : LONDON

GENERAL MANAGER FOOD PROCESSING AND CONSUMER PACKAGING

Location: East Anglia
Salary Negotiable

Our client is a privately owned family company based in East Anglia with an enviable position in the food processing and consumer packaging industry. Sustained growth over recent years has now created the need to appoint a GENERAL MANAGER of outstanding ability and experience.

The person sought will be aged ideally around 45 and will have a measurable record of success in the food industry or in an industry closely allied to it. Experience of the exacting standards required to satisfy the high street food retailers will be an advantage, as will clear evidence of working to BS 5750 and knowledge of ISO 9000.

You will be responsible for workforce of around 375 and work closely with the Managing Director to promote new products and new markets. It is an innovative EEC approved company which owes its position to supplying top quality food products to its customers of home and abroad.

This is an important new appointment. The basic salary is negotiable and an attractive package commensurate with the position is offered.

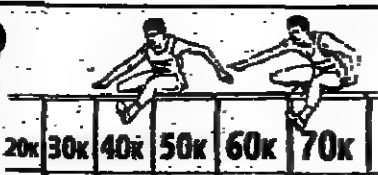
Please write in the first instance for an application form to:

JOHN DAVIES BUSINESS CONSULTANTS,
The Estate Office, Clement House, 14
Cresingham, Thetford, Norfolk IP25 6LY.

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We are looking for young entrepreneurs to join Krauthammer International, one of Europe's largest training, coaching and consulting institutes. Krauthammer operates in 11 European countries and during 1991 conducted more than 7,500 training days for senior management and sales personnel from amongst its 3,500 pan-European clients.

Krauthammer International has 120 highly qualified full time training consultants and it is in this area that the organisation now seeks to expand its operations in the United Kingdom through the appointment of a number of additional consultants.

Your profile
Candidates educated to degree level, will have line management experience in either industry or marketing, be fluent in at least one other European language and will enjoy the disciplines of being a self-starter.

Successful applicants will probably be between 28 and 35 years of age.

Berlin - Zurich - Paris - Lyon - Aix-en-Provence - Lille - Strasbourg - Brussels - Amsterdam - London - Cologne - Munich - Madrid - Milan - New York - Casablanca

What we offer
The remuneration package will be supported by a handsome bonus which offers the prospect of substantial rewards. Successful applicants will also receive intensive in-house training at the company's college in Switzerland.

Candidates should submit hand written applications, including a curriculum vitae and a recent photograph, by 16th October 1992. Initial interviews will be held in London late October.

Mr Chris Braatzman,
Director Commercial Management
Floor 505, King's Road,
London SW10 0SZ

Krauthammer
INTERNATIONAL

Mechanical Engineering Managers

Join a leader in defence technology
WEST LONDON : Attractive Salary + Benefits

Our client enjoys a high reputation for quality and innovation in the development and manufacture of advanced technology systems and products for the international defence market.

Following the recent reorganisation of their engineering department, they are seeking to appoint two high calibre individuals to management roles in the Mechanical Engineering function.

Mechanical Engineering Design Group Manager

You will be responsible for all staffing, resource and technical issues in the areas of mechanical and optical design. You should have

recent experience of managing a mechanical design and development function within a matrix organisation. Ref 062

Mechanical Engineering Sub-Group Manager

You will hold specific responsibility for the staff and resources associated with the detailed mechanical design aspects of products across the group. In addition to practical skills in the

mechanical design of intricate electronic and optical sub systems, you will have experience of managing a design and development function. Ref 061

For both positions, you should have a solid technical background and be a Chartered Engineer. A minimum qualification in Mechanical Engineering of an HNC is required, although a BSc/Eng will be preferred. Your excellent interpersonal and people management skills will enable you to introduce improved concurrent engineering working methods, to achieve cost effective 'design for manufacture' solutions by the increased use of computerised CAD/MCAE systems.

In return, we offer a package that includes an attractive salary and benefits, together with relocation assistance where appropriate.

Please write with full career details, quoting the appropriate reference to: Lynette Cunningham, MSL Advertising, 32 Aybrook Street, London W1M 3LL. These will be sent direct to our client.

Closing date: 9th October 1992.
Interviews will take place in West London on 12th and 13th November 1992.

MSL Advertising

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EXPERIENCED MANAGEMENT CONSULTANTS

BRISTOL

We are a small firm of management consultants offering high quality services in strategy and business planning, financial management, human resources and marketing. We wish to recruit one or two experienced consultants with skills in these service areas to work in two particular public sector markets - education and central government/executive agencies.

Successful applicants will have:
- good academic qualifications
- experience as consultants to the public sector
- expertise in one of our service areas
- exceptional analytical and communication skills
- the commitment to serve our clients excellently.

We expect the post(s) to appeal to people who wish to be involved at a senior level in the development of a small growing firm, and to be rewarded according to their performance. You will have the ability to get on in a small team, and the integrity and potential to take a share of responsibility for the marketing and development of our business. Location in the South-West will be considered.

Salary is negotiable with a high performance-related element.

Please write with brief career details and explaining how you could contribute to our team to: Michelle Burdett at J M Consulting, Seville Court, Seville Place, Bristol BS6 4EL.



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Cynosure Outplacement, 3rd floor, Queens House
Queens Road, Coventry CV1 3EG.

DYNAMCO



HEAD OF SCIENTIFIC SERVICES DIVISION

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Car & Benefits

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GENERAL APPOINTMENTS

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The post calls for skills in dealings with Government Departments, supervising the operational sections within GHF for visits, functions and butlers and other staff matters generally; controlling all financial matters - including long term estimating, maintaining the highest standards for food and its service; supervising contractors generally; and setting and upholding impeccable standards for the Fund.

The Secretary has representational duties at varying levels within and outside government circles and plays a key role in e.g. large set-piece banquets and other highly visible prestige events taking place in London and elsewhere in the United Kingdom.

The successful applicant's skills must therefore stem from a general fund of experience in long-term planning, costing exercises, general administration, good human relations skills and management of staff and excellent interpersonal skills at all levels of contact - Ministerial, Official, UK and foreign.

The Secretary must be an excellent leader, manager, negotiator and motivator; skilled in diplomacy and with a keen sense of balance between firmness and flexibility. This role calls for mental stamina and resilience; in a high-profile position where the successful applicant will be judged by his/her own standards and performance.

For further details and an application form (to be returned by 27 October 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB or telephone Basingstoke (0256) 468551. Please quote reference no: C/1567.



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The Director will play a major part in the strategic planning in collaboration with the Vice-Chancellor and Secretary and Registrar, together with the Officers and Heads of Schools of the University. The University is looking for a professional person with skills in communication and management practice.

Applications are invited from those both in the private and public sectors and should be sent to the Secretary and Registrar of the University. Further particulars are available from Mr Peter J Hill Director of Personnel, University of Bath, Claverton Down, Bath BA2 7AY (tel. 0225 826026; fax 0225 826559). The closing date for applications is 31st October 1992.

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An excellent reputation for technical quality, clinical teaching and research in the specialties combines well with strong support from local GPs (80% fund-holding by April 1993) and from the demanding local community for general acute services.

The budget is £13 million split 2:1 between specialty and general services. This 'mixed economy' provides an exceptional challenge for a time-served manager to lead a committed team during this period of unprecedented change. Potentially successful candidates will know the skills and attributes we are seeking and they will also know that NHS experience is desirable but by no means essential.

If you would like to know more, please contact Jack Lowe, Tunbridge Wells District General Manager, on 0892 511577 ext 2702. Information pack available from Mrs J Anderson, Personnel and Training Manager at Queen Victoria Hospital, Holtye Road, East Grinstead, Sussex RH19 3DZ. Telephone 0542 410210 ext 480. Closing date for applications: 30th October 1992.

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How not to look an ass

Clare Hogg reports
on company
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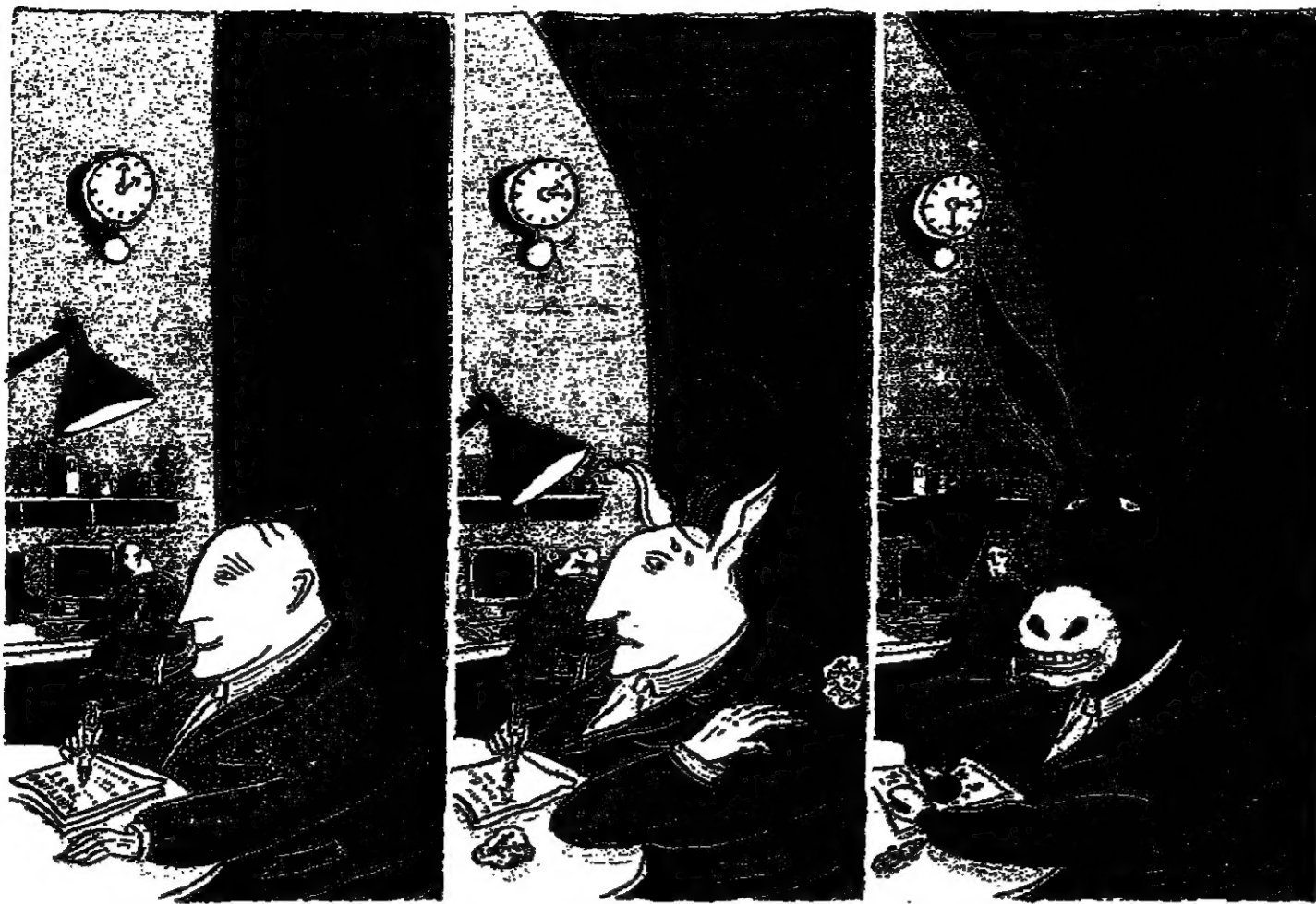
Nearly half of Britain's office workers cannot tell the difference between "principle" and "principal". More than three-quarters of university science students misspell "occurrence" or cannot distinguish between "its" and "it's". Cambridge University examiners have devised a new test to determine whether university applicants can write grammatical English and understand basic arithmetic. A number of large companies with a significant graduate intake are interested in incorporating the tests into their own selection process.

The statistics quoted above explain why. Good communication skills are important to businesses. Selection processes can be tailored to weed out those who are substandard, but many companies already have employees whose skills need to be improved. Accordingly a growing number of consultancies are seeking to provide the appropriate training.

Initially employers and trainers encounter resistance to the improvement of these basic skills. "Many people feel terribly threatened by these courses," says Pam Evans of Entek, a company which runs a grammar course. "They see their need for them as a personal reflection on their own lack of ability rather than as a general failure of their schooling."

The course covers basic writing skills, clamping down on one-sentence paragraphs and solving the dilemmas of when to use who or whom: I or me, effect or affect. The tone is kept deliberately as light hearted and straightforward as possible: nouns are referred to as "a thing" and verbs are "an action word". "You can't ask 'where's the adverbial modifier in sentence 37,'" says Karle Davis, an Entek trainer over from the United States. "That stuff cripples people."

Many find that getting to grips with their mother tongue gives them confidence. Ms Davis argues that the grammar course "empowers people. It enables them to look



at their own work with a critical eye... and fix it."

There is a feeling among those without much formal education and with only sketchy use of English that their inability to communicate correctly on paper makes them appear stupid. They and their bosses are right to be worried.

She adds: "Now, with so many managers writing their own correspondence, both internal and external, the need to put over an intelligent and capable impression is even more important." In the past, Ms Davis comments, secretaries (whose grammar quiz scores are lower than editors' and lawyers', but higher than most others') were able to correct their bosses' letters. Now few managers have the luxury of such a safety net.

It is in no employer's interest to have employees sending out written material displaying an ignorance of the difference between its

and it's, or principal and principle, either to clients or to colleagues.

The ability to express oneself on paper, however, is now not sufficient for most employees. The majority also need to be able to express themselves orally, at least in small groups if not to large audiences.

Philippa Davies is a spirited Welshwoman who, having worked as an actress for several years, became interested in the voice, undertook some further specialist study, and then set up Voiceworks, a consultancy offering presentation skills training.

Her courses are marvellously entertaining but at the same time, for those who are determined, they are the path to significant improvement in speech delivery. For example, Ms Davies explains, conditioning results in most people taking "a deep breath" before they begin a fraught presentation. This is wrong. Instead, the potential speaker should be concentrating on breathing out. It is the conditioning

which causes the problems. At the outset of a presentation when most mental effort is going into marshalling thoughts and remembering the salient points which must be covered, the idea that one must remember to breathe out is often forgotten.

Another useful tip, and one which can become a powerful tool for the public speaker, is to get into the habit of breathing in before answering difficult questions. This can be very disconcerting to the questioner, who is hopefully discouraged from pursuing an awkward line of questioning, and at the same time saves the speaker from rushing into an ill-considered and possibly emotional response.

Ms Davies' courses are not only about breathing and voice. She is critical of the "stiff upper lip" of the Prince of Wales and John Major. "It can be very useful to be inscrutable," she says, "but if your face doesn't change you are depriving yourself of your most useful

visual aid."

More and more production line jobs are being scrapped and replaced by jobs with greater responsibility and requiring more expert knowledge. The need for basic technical communicating skills — the ability to speak and write — is crucial for industry. As Peter Morgan, director general of the Institute of Directors says: "Where spelling and the use of language are inadequate, the effect can be disastrous for a company. It creates an image of poor quality, which costs business."

His view, shared by many of the employers he represents, is that basic literacy, numeracy and fluency should be at the heart of primary education. Until it is, the business community will have to fund the necessary training itself.

● Voiceworks: 233 Hamlet Gardens, London, W6 0TS (081-748 8318); Eusek Training Services: The Mansion, Minchenden, High Street, Southgate, London, N14 6BT (081-886 0057)

LIFE AFTER REDUNDANCY

Path-blocking secretaries

Job applicants and journalists share a common problem. In cold-calling for interviews, both regularly come up against that most formidable of obstacles — the protective secretary.

The simple fact is that many secretaries regard their duties to include that of corporate gatekeeper. As such, they are of course perfectly justified in shielding their bosses from unwelcome interruptions. For job applicants, however, no less than for deadline-haunted backs, bypassing an obstructive secretary is an acquired skill. In some cases, too, guerrilla tactics are called for.

The first step is to realise that you are up against a professional in the art of telephone blocking. Telephone techniques are taught as part of secretarial training and usually include a section on "dealing with difficult people".

For the would-be infiltrator, much hinges on the answer to the

solution is to rely on natural charm. If laid on too thick, however, it can be counterproductive.

Name-dropping can be a great help, but only if the name dropped carries sufficient weight to tilt the balance in your favour. Paula Grayson, chairman of the IPM's Recruitment Forum, suggests a different approach. Anyone who has lost their job, she says, should approach a cold-call target as a source of advice, not as a potential employer. "You are then in advice-seeking mode," she says. "Most people like to give advice as long as they don't feel they're being put on the spot and asked for a job."

'One overrated solution is to rely on natural charm'

But for those who dare to use them, more sophisticated guerrilla tactics can also bring results. One way in is to prepare the ground by writing a letter. A simple letter of introduction is the most straightforward approach, and at least shows serious intent, even if it does not guarantee a free passage. A more cunning plan is a letter outlining a potential business opportunity for the company. This arms the cold-caller — now a lukewarm caller — with a ready-made response to the enquiry about the nature of the call. "It's about my proposal to move into the American market" is a reply a good secretary is unlikely to dismiss, especially in a recession.

But as Mr Spencer warns, once past the secretary you have seconds to make an impact on the target. "You have to come clean," he says. "The best approach is to say, 'You have never met me, but I got past your secretary using my initiative. I'd like to discuss how you could put that initiative to work for your company.'"

DESMOND DEARLOVE

● The author is business issues editor, the ITEM Group.

071-481 4481

GENERAL APPOINTMENTS

FAX 071-782 7828

Our client is a Saudi-Austrian Joint Venture operating successfully in the building supply industry. With an annual turnover of 27 Mio Pounds, the Al-Hanout Group is planning to expand sales operations in Riyadh, Jeddah and Dammam



For these locations we are now seeking top people who are challenged by the idea of building new markets instead of increasing margins.

Manager Marketing & Sales Saudi Arabia Riyadh

Reporting to the Executive Manager, the emphasis will be on building the market for a new product through professional sales and marketing activities. Your responsibilities will include:

- development of marketing strategies for both domestic and export markets
- development and supervision of promotional activities (e.g. advertisement campaigns, fairs and exhibitions)
- co-ordination of activities of sales outlets and distributors
- supervision of sales staff
- preparation of sales forecasts and sales budgets
- key account management.

For this challenging position we are seeking an entrepreneurial candidate with a graduate degree of a European or US university and at least 3 years experience in a Sales Manager Position. Marketing experience in one of the Gulf states is an advantage but not prerequisite. To understand and target our products effectively you should be able to read technical drawings.

Regional Sales Manager Saudi Arabia Jeddah and Dammam

Based in one of these two major cities in Saudi Arabia you will be running a regional sales outlet. Supported by a small sales and administration staff you will be responsible for:

- conducting of sales negotiations
- execution of sales promotion programs and the organisation of local fairs and exhibitions.
- sales forecasts and follow up
- preparation of sales and financial reports
- managing local sales office, staff and equipment

The ideal candidate has a good technical understanding of architectural drawings. Solid commercial skills and an appropriate education as well as a high energy level are required. Experience in a sales position is mandatory to expand and build your market successfully.

These positions offer good career opportunities for energetic men who enjoy the contact with different cultures. We offer an excellent, performance based, remuneration package including all expatriate benefits. If you feel that you have the necessary drive and commitment to succeed in a demanding, multinational environment write with full career details to: Hill International, International Department Fasangasse 20, 1030 Vienna, Austria, Phone No. + 43 1 798 35 65-25

EDNA

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Sales Manager

- In this position you will
- perform sales of company products to achieve sales goals
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We offer you a high level of autonomy and responsibility. Negotiated package will include company car.

If you are interested, please send your application (including C.V.) to EDNA International FROZEN FOOD, Personal Department, Gollenhoferstraße 3, 8901 Zusmarshausen, Germany

Director of Operations/Customer Services

Mosby-Year Book Europe Ltd is part of a major international health science publishing group, with a strong focus on Europe and the Middle East.

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- * Achieving improved levels of customer service
- * Assisting in the development of improved delivery systems to Europe
- * Managing the third party book fulfilment operation
- * Assisting in the development of IT requirements.

You should have a history of senior management in customer service or distribution within a service orientated organisation. You will possess excellent staff management and communication skills. Familiarity with publishing would be an advantage.

We offer a competitive salary of up to £35K, commensurate with age and experience and benefits include pension scheme, private health care, interest free season ticket loan, subsidised staff restaurant and 20-25 days holiday per year.

Applicants are invited to write, sending a detailed curriculum vitae to:

Mr. Alex Rogan, (ref DOCS)

Personnel Manager

Mosby-Year Book Europe

Brook House

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D-P-OPTIONS

CHANNEL 4

- 6.00 **Cartoons (63934)**
- 7.00 **The Big Breakfast** presented by Chris Evans and Gaby Roslin (54601)
- 9.00 **You Bet Your Life**, American game show hosted by Bill Cosby (56408)
- 9.30 **Schools (635595)**
- 10.20 **Fight Over Spain**, The Badajoz region from the air (s), (Teletext) (65972)
- 12.30 **London Street**, Entertaining early-learning series (73974)
- 1.30 **Talks 5: Children's entertainment (87866)**
- 2.00 **Check Out 92**, A repeat of Tuesday's consumer affairs programme in which Tina Jenkins asks if the privatisation of utilities had resulted in the advantages claimed by the government (s) (8595)
- 3.20 **Film: The Passionate Friends (1948, b/w)** starring Trevor Howard, Ann Todd and Claude Rains. Romantic drama, written by Eric Ambler and based on the novel by H.G. Wells, about a woman on holiday in Switzerland with her husband who meets her former lover, polished but over-elaborate variation on *Brief Encounter* from director David Lean (4833886)
- 4.10 **The Three Stooges in L'Wanna Go Home (1946, b/w)** (1314514)
- 4.30 **Fifteen To One**, Quick-fire general knowledge quiz presented by William G. Stewart (408)
- 5.00 **The Oprah Winfrey Show**, How long do shipboard romances last? (633068)
- 5.50 **The Magic Roundabout**, Vintage children's programme (266039)
- 6.00 **My Two Dads**, American comedy series (s), (Teletext) (s) (601)
- 6.30 **Gamesmaster**, Video game series presented by Dominik Diamond. The guest is Frank Bruno (953)
- 7.00 **Channel 4 News** with Zeinab Badawi in the London studio and Jon Snow at the Conservative party conference in Brighton. (Teletext) (701)
- 8.00 **Down To Earth**, Archaeological magazine. Dr Catherine Hills introduces evidence for prehistoric sacrifice at Flag Fen, Cambridgeshire, and Dr Roberta Gilchrist uncovers the strange



Crime watch: James Macpherson and Sara Stewart (9.00pm)

- 9.00 **Taggart: Ring of Deceit.** Episode one of a new three-part thriller in which the doc Glasgow detective sets out to catch a serial killer nicknamed "The Mechanic". Starring Mark McManus, James Macpherson and Sera Stewart. (Oracle) (8069)
- 10.00 **News** at Ten with Alistair Stewart and Carol Barnes. (Oracle)
- 10.30 **Weather** (Thames) 10.30 **Thames News** (667137)
- 10.40 **101.** London area entertainment guide. The featured film is *White Men Can't Jump* (1992) and the featured TV show is *Police Voice* which transfers from the National to the Aldwych (368779)
- 11.15 **Prisoner: Cell Block H.** Drama serial set in an Australian women's remand centre (548088)
- 12.00 **Scienceline: Stealing the Fire.** The story of the atom bomb vs Dr Klaus Fuchs (1913977)
- 12.40 **Bringing Them Home.** Opus No. 1 in G performed by Itzhak Perlman, Pinchas Zukerman and Lynn Harrell, recorded in New York (4487428)
- 1.0 **Film: KGB – The Secret War** (1985) starring Michael Billington. Why thriller about a KGB spy who decides he prefers the American way of life. But his masters hold a trump card to prevent him from defecting. Directed by Dwight Little (319712)
- 2.50 **Police Voice.** The story of Terror. A battered wife exacts a terrible revenge (4150915)
- 3.10 **Hardball.** Last in the police drama series (v) (3727066)
- 4.00 **Motor Sport Special.** The Caterham Vauxhall challenge from Oulton Park (56737)
- 4.30 **America's Top Ten** (v) (3) (80977)
- 5.00 **VideoVision** (v) (76282)
- 5.30 **TMN Mission: New Vegas.** Tim Neilson (14373). Ends at 6.00

Damp squib: Leonard Rossiter fails to win the girl (8.30pm)

9.30 Rising Damp. Rigby is smitten by an attractive new lodger and washes her windows three times a week. But, true to form, his attempts at passion are thwarted. Starring Leonard Rossiter (r). (Teletext) (7866)

9.50 Critical Eye: Heart of the Moment.

10.00 A.C.E. A A polemic look at the claims of the international oil industry to be environmentally friendly and says, in effect, nuts. Soothing corporate videos and the reassuring words of company spokesmen are intercut with protests against the destruction of rainforests, the disruption of wildlife and the uprooting of native communities. Shell, BP and the rest insist that they are being responsible and sensitive. This is not how the locals see it: the big oil carve up new territories and become polluters. The film takes its examples from Ecuador, Nigeria, Gabon and Papua New Guinea. In Nigeria a peaceful demonstration against Shell was brutally suppressed by the police, with much death and destruction of property. The trouble is that the country depends on oil for 95 per cent of its foreign earnings. (Teletext) (9311)

10.05 The Hustler John Huston's (1952) starring Brad Pitt, Frederic Forrest and Morgan Goddard. r. Story satisfying family drama, set in 1930s Texas, about the political and personal rivalry of two brothers. Directed by Michael Lindsay-Hogg (r) (705137)

11.45 Set of Six. Comedy series starring Rowland Yeo (r) (937392)

12.15 Sam Four-Marionas: Aloha. Czech animator Jan Svankmajer's gruesome version of *Alice's Adventures in Wonderland* by Lewis

YORKSHIRE

As London escorts 3:20-3:50 **The Young Doctors** (76359) 3:50-4:20 **The Musters** (76360) 4:20-4:50 **TVN Community Act** (767427) 4:50-5:20 **Home and Away** (311) 5:20-5:30 **Home and Away** (311) 5:30-5:40 **TVN Community Act** (767427) 5:40-6:10 **Home and Away** (311) 6:10-6:20 **Cliff's** (76747) 6:20-6:30 **Cliff's** (76747) 6:30-6:40 **Cliff's** (76747) 6:40-6:50 **Cliff's** (76747) 6:50-7:00 **Cliff's** (76747) 7:00-7:10 **Cliff's** (76747) 7:10-7:20 **Cliff's** (76747) 7:20-7:30 **Cliff's** (76747) 7:30-7:40 **Cliff's** (76747) 7:40-7:50 **Cliff's** (76747) 7:50-8:00 **Cliff's** (76747) 8:00-8:10 **Cliff's** (76747) 8:10-8:20 **Cliff's** (76747) 8:20-8:30 **Cliff's** (76747) 8:30-8:40 **Cliff's** (76747) 8:40-8:50 **Cliff's** (76747) 8:50-9:00 **Cliff's** (76747) 9:00-9:10 **Cliff's** (76747) 9:10-9:20 **Cliff's** (76747) 9:20-9:30 **Cliff's** (76747) 9:30-9:40 **Cliff's** (76747) 9:40-9:50 **Cliff's** (76747) 9:50-10:00 **Cliff's** (76747) 10:00-10:10 **Cliff's** (76747) 10:10-10:20 **Cliff's** (76747) 10:20-10:30 **Cliff's** (76747) 10:30-10:40 **Cliff's** (76747) 10:40-10:50 **Cliff's** (76747) 10:50-11:00 **Cliff's** (76747) 11:00-11:10 **Cliff's** (76747) 11:10-11:20 **Cliff's** (76747) 11:20-11:30 **Cliff's** (76747) 11:30-11:40 **Cliff's** (76747) 11:40-11:50 **Cliff's** (76747) 11:50-12:00 **Cliff's** (76747) 12:00-12:10 **Cliff's** (76747) 12:10-12:20 **Cliff's** (76747) 12:20-12:30 **Cliff's** (76747) 12:30-12:40 **Cliff's** (76747) 12:40-12:50 **Cliff's** (76747) 12:50-1:00 **Cliff's** (76747) 1:00-1:10 **Cliff's** (76747) 1:10-1:20 **Cliff's** (76747) 1:20-1:30 **Cliff's** (76747) 1:30-1:40 **Cliff's** (76747) 1:40-1:50 **Cliff's** (76747) 1:50-2:00 **Cliff's** (76747) 2:00-2:10 **Cliff's** (76747) 2:10-2:20 **Cliff's** (76747) 2:20-2:30 **Cliff's** (76747) 2:30-2:40 **Cliff's** (76747) 2:40-2:50 **Cliff's** (76747) 2:50-3:00 **Cliff's** (76747) 3:00-3:10 **Cliff's** (76747) 3:10-3:20 **Cliff's** (76747) 3:20-3:30 **Cliff's** (76747) 3:30-3:40 **Cliff's** (76747) 3:40-3:50 **Cliff's** (76747) 3:50-4:00 **Cliff's** (76747) 4:00-4:10 **Cliff's** (76747) 4:10-4:20 **Cliff's** (76747) 4:20-4:30 **Cliff's** (76747) 4:30-4:40 **Cliff's** (76747) 4:40-4:50 **Cliff's** (76747) 4:50-5:00 **Cliff's** (76747) 5:00-5:10 **Cliff's** (76747) 5:10-5:20 **Cliff's** (76747) 5:20-5:30 **Cliff's** (76747) 5:30-5:40 **Cliff's** (76747) 5:40-5:50 **Cliff's** (76747) 5:50-6:00 **Cliff's** (76747) 6:00-6:10 **Cliff's** (76747) 6:10-6:20 **Cliff's** (76747) 6:20-6:30 **Cliff's** (76747) 6:30-6:40 **Cliff's** (76747) 6:40-6:50 **Cliff's** (76747) 6:50-7:00 **Cliff's** (76747) 7:00-7:10 **Cliff's** (76747) 7:10-7:20 **Cliff's** (76747) 7:20-7:30 **Cliff's** (76747) 7:30-7:40 **Cliff's** (76747) 7:40-7:50 **Cliff's** (76747) 7:50-8:00 **Cliff's** (76747) 8:00-8:10 **Cliff's** (76747) 8:10-8:20 **Cliff's** (76747) 8:20-8:30 **Cliff's** (76747) 8:30-8:40 **Cliff's** (76747) 8:40-8:50 **Cliff's** (76747) 8:50-9:00 **Cliff's** (76747) 9:00-9:10 **Cliff's** (76747) 9:10-9:20 **Cliff's** (76747) 9:20-9:30 **Cliff's** (76747) 9:30-9:40 **Cliff's** (76747) 9:40-9:50 **Cliff's** (76747) 9:50-10:00 **Cliff's** (76747) 10:00-10:10 **Cliff's** (76747) 10:10-10:20 **Cliff's** (76747) 10:20-10:30 **Cliff's** (76747) 10:30-10:40 **Cliff's** (76747) 10:40-10:50 **Cliff's** (76747) 10:50-11:00 **Cliff's** (76747) 11:00-11:10 **Cliff's** (76747) 11:10-11:20 **Cliff's** (76747) 11:20-11:30 **Cliff's** (76747) 11:30-11:40 **Cliff's** (76747) 11:40-11:50 **Cliff's** (76747) 11:50-12:00 **Cliff's** (76747) 12:00-12:10 **Cliff's** (76747) 12:10-12:20 **Cliff's** (76747) 12:20-12:30 **Cliff's** (76747) 12:30-12:40 **Cliff's** (76747) 12:40-12:50 **Cliff's** (76747) 12:50-1:00 **Cliff's** (76747) 1:00-1:10 **Cliff's** (76747) 1:10-1:20 **Cliff's** (76747) 1:20-1:30 **Cliff's** (76747) 1:30-1:40 **Cliff's** (76747) 1:40-1:50 **Cliff's** (76747) 1:50-2:00 **Cliff's** (76747) 2:00-2:10 **Cliff's** (76747) 2:10-2:20 **Cliff's** (76747) 2:20-2:30 **Cliff's** (76747) 2:30-2:40 **Cliff's** (76747) 2:40-2:50 **Cliff's** (76747) 2:50-3:00 **Cliff's** (76747) 3:00-3:10 **Cliff's** (76747) 3:10-3:20 **Cliff's** (76747) 3:20-3:30 **Cliff's** (76747) 3:30-3:40 **Cliff's** (76747) 3:40-3:50 **Cliff's** (76747) 3:50-4:00 **Cliff's** (76747) 4:00-4:10 **Cliff's** (76747) 4:10-4:20 **Cliff's** (76747) 4:20-4:30 **Cliff's** (76747) 4:30-4:40 **Cliff's** (76747) 4:40-4:50 **Cliff's** (76747) 4:50-5:00 **Cliff's** (76747) 5:00-5:10 **Cliff's** (76747) 5:10-5:20 **Cliff's** (76747) 5:20-5:30 **Cliff's** (76747) 5:30-5:40 **Cliff's** (76747) 5:40-5:50 **Cliff's** (76747) 5:50-6:00 **Cliff's** (76747) 6:00-6:10 **Cliff's** (76747) 6:10-6:20 **Cliff's** (76747) 6:20-6:30 **Cliff's** (76747) 6:30-6:40 **Cliff's** (76747) 6:40-6:50

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tecture: Iannis Xenakis under
 the title *Phaenomena*.
 0.55 **Night & Dreams: Schubert**
 (Night und Träume, D827;
 Nacht und Träume, soprano,
 James Levine, piano); Mozart
 (K. 482, C major, soprano);
 Serenata Notturna: Orpheus
 C.O., Berlioz (Les Nuits d'été,
 Boston 50 Under Charles
 Richter with Victoria de los
 Angeles, soprano);
 Tchaikovsky (Nocturne in D
 minor, Op 19 No 4: LSO under
 Mark Wigglesworth, with
 Julia Lezhneva, mezzo),
 Berg (Four Lieder, Op 2;
 Brigitte Fassbender, mezzo,
 John Wustman, piano); Bartók
 (Music for strings, cello, euphonium
 and orchestra, BBC SO, 50 Under
 Mark Wigglesworth); Mahler
 (Kindertotenlieder: BBC SO
 under Mark Wigglesworth,
 with Linda Firkle, mezzo).
 1.00 **Beethoven and Bartók**
 Quartets (P. 1000p Men)
 0.5 **Rossini – The Forgotten**
 Romantic: The last of four
 programmes marking Rossini's
 bicentenary with operas he
 wrote for Naples between
 1816 and 1820, comprising
 Opera Chorus: Philharmonia
 Orchestra under Jesús López
 Cobos performs Otello, with
 John Carrara, tenor, as Otello,
 and Frederick Von Schumann,
 soprano, as Desdemona
 Interludes, Peter Grimes;
 Shostakovich (Concerto in C
 major for piano, trumpet and
 strings: Dmitri Alexeev, piano,
 John Wallace, trumpet), 8.45
 Chris de Souza examines
 Berg's association with the
 City of Birmingham, including
 the commissions for the
 Triennial Festival. 8.55 Elgar
 Symphony No 1 in A flat
 Portuguese Diaries review:
 Manuel Carlos de Brito traces
 the export of western musical
 cultures
 10.00
 10.15 **Pop: Does the Jazz Star: Mel**
 Hill considers Louis Jordan (P.
 10.45 **Night Waves: Anthony Payne**
 explores the appeal of
 minimalist music, and Philip
 Bristow reports from Monterey
 on how writers are tackling
 the subject of national identity
 11.30 **Wolfe's Goethe Lieder**
 Gordon Street Presents the
 second of three programmes
 including all 51 songs and settings
 of Goethe texts composed
 by Hugo Wolf in 1888 and 1889.
 Performed by Felicity Lott,
 soprano, Anthony Rolfe
 Johnson, tenor, Thomas Allen,
 Orla Bay, Thomas Thompson
 and Andreas Schmidt,
 baritone, and Geoffrey
 Parsons, piano.
 12.30 **Music News 12.35 Close**
 1.00-2.30 **Night School** (except
 in Scotland: as Radio 5 at 5am)

Woman's Hour: Sara Davies investigates why thousands of people enrol in evening classes. **End 11.00 News**

From Our Own Correspondent

10.00 You and Yours

2.25pm Trivia Test Match: Brian Johnston umpires another test of wit and general knowledge (s)

11.45 Weather

10.00 The World at One

The Archers (s) 1.55 Shipping Forecast

10.00 News: Travel Over Spanish Slips: Douglas Eason's comedy on the perils of foreign travel (s)

10.00 Are You Free? In 1974, artist Nick Swonger was invited to travel behind the iron curtain to Czechoslovakia, to marry Descha, a scientist who was unable to obtain exit papers because her family had been blacked (s) (r)

10.30 The UFOlogists (s) (r) 10.00 News

10.05 Kaleidoscope discusses the post theatre network; and the poet Max Collins reads from her new collection (s)

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10.00 Analysis: Passing the Buck: David Walker asks to what extent Treasury officials should share responsibility with politicians for Britain's economic woes (s)

8.45 Does He Take Sugar?

8.15 Kaleidoscope (s) (r)

8.45 The Financial World Tonight (s) 9.59 Weather

10.00 The World Tonight (s)

10.45 Bookers at Bedtime: The English Patient, by Michael Ondaatje. Read by Euron Griffiths.

11.00 Lord Edgarwode Dies: Dramatisation of Agatha Christie's novel (3/5) (s)

11.30 The Hunkytanky Man: The work of blues pianist Jany Yancey (s) (r)

12.00 12.45pm News, End 12.57 Weather 12.30 Shipping 12.43 World Service (LW only)

COMPILED BY PETER DEAR AND GILLIAN MAXEY
TELEVISION CHOICE PETER WAYMARK/RADIO CHOICE PETER DAVALLE

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